MANUFACTURERS RECORD

Death Taxes

THE proposed Reed-Dirksen Amendment to the Constitution, in its present form, includes the abolition of Federal taxes on inheritances. Such confiscation in the guise of taxes should not be a part of our income tax laws.

As John Stuart Mill pointed out long ago, and as any honest socialist including Norman Thomas will admit, inheritance taxes destroy accumulated capital and disrupt and in many cases ruin small and medium sized businesses. They are also in direct conflict with a fundamental concept of economic freedom, namely, that every citizen shall have the right to dispose of that which he owns in any manner not legally declared to be inimical to the public good.

Estate taxes are not an important source of revenue to the Federal Government. In 1949, the last year for which figures are at hand, estate taxes brought to the Federal Treasury only between five and six hundred million dollars.

Precious Gems

for the Chemical Indus

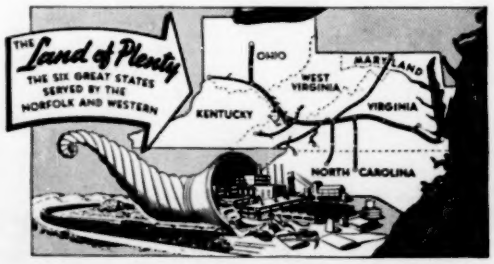
BITUMINOUS C

No need to invest in heavy stockpiles of either of these "gems" when you're located in the Land of Plenty. Build your chemical plant in this great region and you're always within short-haul distance of the world's richest source of all-purpose Bituminous Coal, and high calcium and dolomitic limestone. The double-saving in transportation costs is substantial. Why not look into it? The Norfolk and Western's plant location specialists can give you full details about plant sites available right now in the Land of Plenty . . . confidentially, of course.

Write, wire or call—

INDUSTRIAL AND AGRICULTURAL DEPT.
Norfolk and Western Railway
Drawer MR-965, (Telephone 4-1451, Ext. 474)
ROANOKE, VIRGINIA

Norfolk and Western RAILWAY



WAV

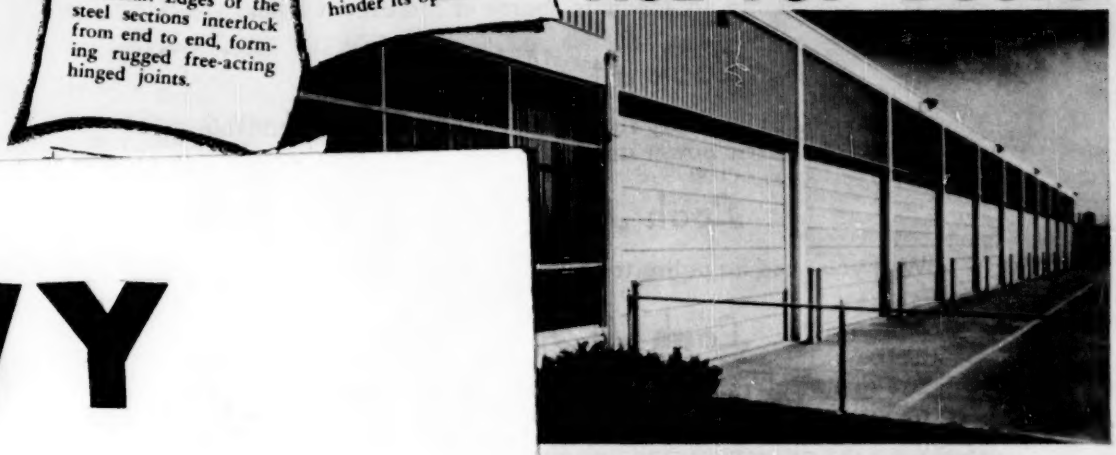
PAG

10 reasons why the big demand is for

Kinnear Steel RōL-TOP Doors

Rugged, All-Steel Construction. Kinnear Steel RōL-TOP Doors are *all-metal*. Edges of the steel sections interlock from end to end, forming rugged free-acting hinged joints.

Save Floor And Wall Space. All space around a Kinnear Steel RōL-TOP Door is fully usable *at all times!* Materials stacked within an inch or two of the closed door won't hinder its operation.



AVY

AGES

Motor Control Available. Steel RōL-TOP Doors can be equipped with Kinnear Motor Operators, for quick, easy push-button control. Remote control switches can be added if desired.

Clear The Entire Opening. When opened, Kinnear RōL-TOP Doors clear every square inch of doorway area — no parts project into the opening. They stay out of reach of damage by wind or vehicles.

Paint Bond. To make sure that field-applied paint adheres to the galvanized surfaces, Steel RōL-TOP Doors are given Kinnear's special Paint Bond, by carefully controlled phosphate immersion.

Adjustable Weatherseal. Special sealing strips provide a completely weathertight closure at the sides and the top of the door. A rubber sealing strip assures tight closure at the bottom of the door.

All Sizes. Kinnear Steel RōL-TOP Doors are built in a complete range of sizes, to fit any requirement. Write today for full details.

The KINNEAR Manufacturing Co.

FACTORIES:
1600-20 Fields Ave., Columbus, Ohio;
1742 Yosemite Avenue, San Francisco 24, Calif. *Offices and Agents in All Principal Cities*

Saving Ways in Doorways

KINNEAR ROLLING DOORS

Precious Gems

for the Chemical Industry

No need to invest in heavy stockpiles of either of these "gems" when you're located in the Land of Plenty. Build your chemical plant in this great region and you're always within short-haul distance of the world's richest source of all-purpose Bituminous Coal, and high calcium and dolomitic limestone. The double-saving in transportation costs is substantial. Why not look into it? The Norfolk and Western's plant location specialists can give you full details about plant sites available right now in the Land of Plenty . . . confidentially, of course.

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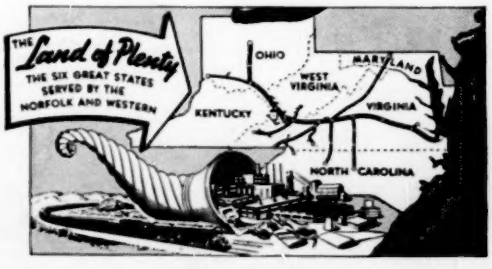
Drawer M-R-665, (Telephone 4-1451, Ext. 474)
ROANOKE, VIRGINIA

Norfolk and Western RAILWAY



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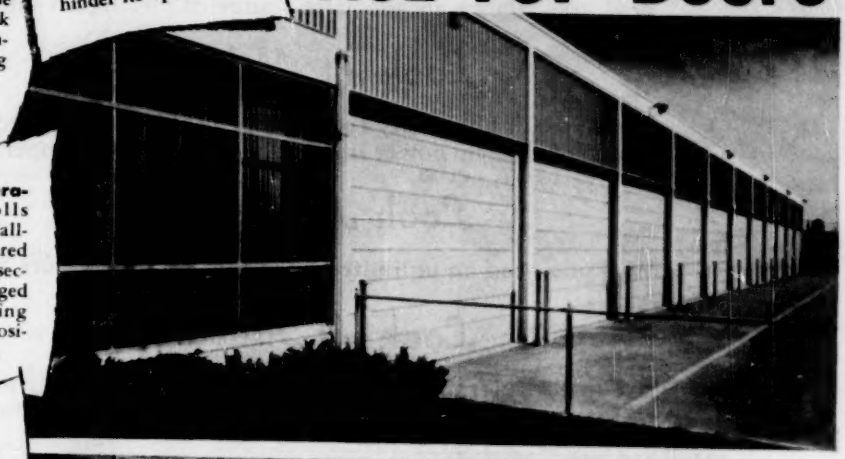
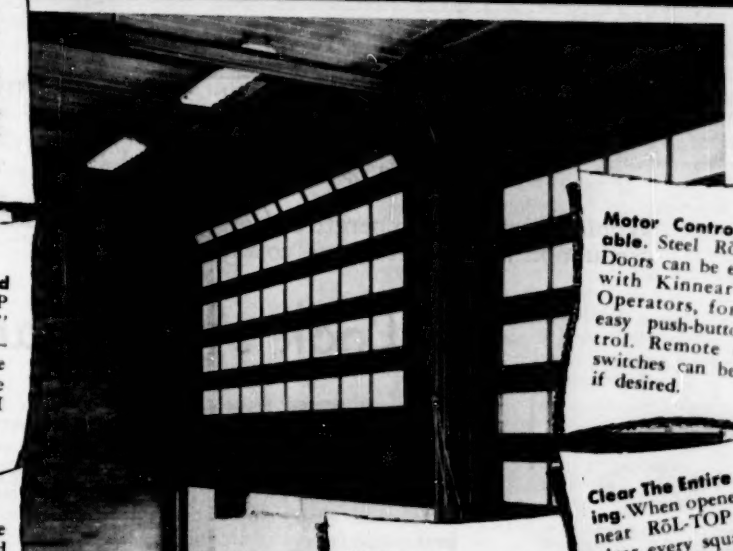


Smooth, Easy Operation. The door rolls easily up or down. Ball-bearing rollers anchored at ends of each door section move in rugged steel tracks, guiding door to horizontal position above opening.

Glass Panels For Any Need. To admit daylight or provide visibility, any or all sections of the Kinnear RōL-TOP Door can be equipped for any number of glass panels.



Heavily Galvanized Kinnear Steel RōL-TOP Doors are "armored" against the elements — with 1¾ ounces of pure zinc coating per square foot of metal (ASTM standard).

Motor Control Available. Steel RōL-TOP Doors can be equipped with Kinnear Motor Operators, for quick, easy push-button control. Remote control switches can be added if desired.

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The KINNEAR Manufacturing Co.

FACTORIES:
1600-20 Fields Ave., Columbus, Ohio;
1742 Yosemite Avenue, San Francisco 24, Calif.

Offices and Agents in All Principal Cities

Saving Ways in Doorways

KINNEAR ROLLING DOORS

Look At Alabama!

Are you considering the establishment of a new plant?

Look At Alabama! 

Will you require an adequate source of intelligent labor?

Look At Alabama! 

Are cheap, high-quality fuel (coal, gas, oil) and a dependable source of electric power important factors in your operation?

Look At Alabama! 

Will you need an unlimited supply of relatively pure water?

Look At Alabama! 

Are plentiful rail, air, water and highway transportation facilities and market accessibility important considerations?

Look At Alabama! 

Do you require a year 'round good seaport for export or import?

Look At Alabama! 

Would a pleasant, temperate climate help lower construction, production and maintenance costs?

Look At Alabama!

Many industries (steel, aluminum, paper, gypsum, chemical, textile, rubber, electrical and others) have established plants in Alabama after careful consideration of advantages offered. Others have built service and distribution facilities here. It was our pleasure to collaborate with many of them, at their request, in the preparation of economic surveys covering specific locations in Alabama. This service is offered you.

INDUSTRIAL DEVELOPMENT DIVISION

ALABAMA POWER CO.

Birmingham, Ala.

MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest

Volume 124 January 1955 Number 1

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PUBLICATION AND BUSINESS OFFICES

109 MARKET PLACE, BALTIMORE 3, MARYLAND
Telephone: Lexington 9-7065
F. O. Schroeder, *Southern Business Mgr.*—Baltimore Office.
J. E. Eierman, *Circulation Mgr.*

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BUSINESS TRENDS

Outlook Good for 1955

At the beginning of 1955, nearly all business forecasts are relatively rosy.

The consensus seems to be that 1955 will top 1954 in Business Volume and Gross National Product, and will be second only to 1953 as the most prosperous year in United States history.

The year 1954 came to a close with an upward surge in output—a trend that is expected to carry over into 1955.

In some respects the year just closed was a better one than 1953.

There were declines in Manufacturing as a whole, in Steel production and in Automobile output. Unemployment averaged considerably more than three million for the year—some two million more than the year before.

On the other hand, Personal Income in 1954 just about equaled that of 1953. Electric Power production went up over six per cent in 1954. Housing starts were more than 1,200,000, a slight gain over 1953. And exports of domestic products to foreign countries were up a half billion dollars.

OUTLOOK PROMISING

As 1954 drew to a close, the last two months saw industrial production rising, construction activity holding steady at an exceptionally high level, and consumer purchases increasing.

Throughout the year, retail sales and consumer services maintained a strong undertone. While dollar values of certain segments were lower than in 1953, other segments were actually higher. This was particularly true in the case of personal services.

Especially bright was the 1954 record of the Construction industry. And, with Contract Awards running high for the latter months of the year, extension of this highly prosperous activity into 1955 is practically assured.

SECURITY MARKETS BOOM

As if to clinch assurance of a good year in 1955, the Security Markets continue to maintain a buoyant aspect, with stock prices registering new highs with almost every session of trading.

Reflecting as it does the opinion of seasoned investors in the future prosperity of industry, the Stock Market is a barometer that except for a few occasions has anticipated the general trend of business activity.

PRUDENCE INDICATED

In the midst of prevailing optimism, there is also a note of prudence that will be found to temper most forecasts.

This prudent note is based upon the experience that recession rarely occurs when anticipated, but has a habit of popping upon the scene unexpectedly when excessive optimism is allowed to spill over into riotous speculation. While this type of speculation definitely is not now in evidence, too much of the revived slogan, "A New Era," might work toward some such unfortunate climax.

REPORTS OF INTEREST

Corporate net working capital continued to increase during the third quarter of 1954 and at the end of September amounted to a record $95.3 billion according to the latest quarterly estimates made public by the Securities and Exchange Commission. During the three months July through September, working capital increased by $1.1 billion, compared with a $1.3 billion increase during the preceding quarter. The growth during the third quarter reflected an expansion in current assets of $4.3 billion, offset in part by a $3.2 billion increase in current liabilities.

At the end of September, corporations held $30.1 billion of cash and $18.6 billion of U. S. Government securities, increases during the quarter of $1.2 billion and $1.8 billion, respectively. Corporate liquidity, as measured by the ratio of these two forms of liquid funds to current liabilities, improved somewhat during the quarter and at the end of September amounted to 55 per cent, the highest rate since mid-1952.

Continued improvement in the job situation was reflected in employers' labor turnover reports to the U. S. Department of Labor for November 1954, Secretary of Labor James P. Mitchell announced. Expanding automobile production was the dominant factor for the second month, but improvements were also recorded in other metal and metal products industry groups.

Construction activity showed the slight decline that is usual in October, but the $3.5 billion total for new work put in place set a record for the month, according to preliminary estimates prepared jointly by the U. S. Departments of Commerce and Labor. October volume was 3 per cent under the September figure, and exceeded Octobr 1953 by 8 per cent.

Nonfarm housing starts totaled 103,000 in November, setting a new record high for the month, according to preliminary estimates of the U. S. Department of Labor. The number of new dwelling units put under construction was 26 per cent above the November 1953 figure and represented an unusually small decline (3 per cent) from the previous month. Housing starts usually drop from 10 to 15 per cent between October and November.

Total loans at banks in leading cities increased substantially during November and early December, according to Federal Reserve Board. Agricultural loans rose as banks purchased Commodity Credit Corporation participation certificates. Business loans increased by more than 400 million dollars compared with some decline in the same period last year. Bank holdings of United States Government securities declined somewhat following substantial purchases in recent months.

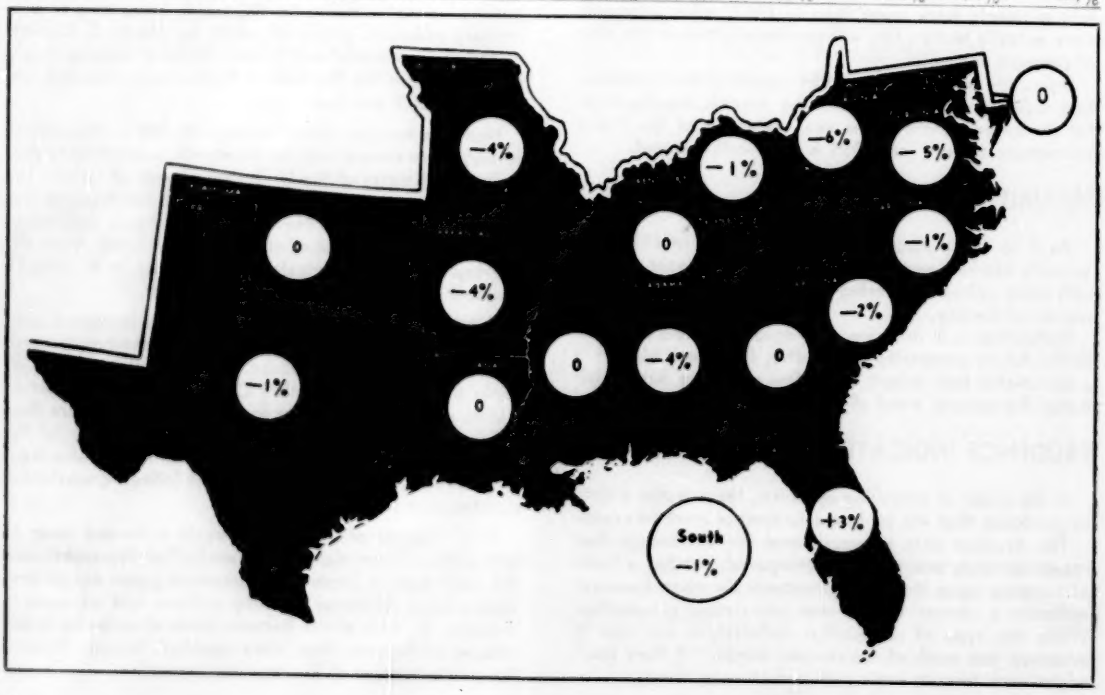
Free reserves of all member banks averaged close to 500 million dollars during the last half of November and the early part of December, somewhat below earlier prevailing levels. Seasonal currency outflows and increases in Treasury deposits at the Reserve Banks absorbed a larger volume of reserves than were supplied through Federal Reserve purchases of Government securities.

SOUTHERN BUSINESS VOLUME

Business Volume by States ($ Million)

First 10 mos. of 1954 with gain (or loss) over first 10 mos. of 1953

	Farming	*Mining*	*Construction*	*Manufacturing*	*Utilities*	*Finance*	*Wholesale Trade*	*Retail Trade*	*Service Trade*	*Business Volume*
Ala.	$ 375 —7%	$ 94 —14%	$ 376 —8%	$ 2,311 —7%	$ 371 —5%	$ 296 +4%	$ 1,572 even	$ 1,806 —3%	$ 288 +5%	$ 7,489 —4%
Ark.	424 even	89 even	166 —14%	754 —3%	208 even	120 +2%	777 —2%	1,122 —5%	150 even	3,810 —4%
D. C.	— —	— —	224 —7%	190 —3%	240 —1%	320 +2%	1,315 —3%	1,300 —10%	274 —1%	3,863 —5%
Fla.	459 +11%	69 +7%	915 +4%	1,115 —1%	553 +2%	566 +11%	2,514 +2%	3,255 +5%	495 +4%	9,941 +3%
Ga.	583 —7%	30 +1%	551 +8%	3,223 —4%	511 —4%	443 +11%	3,899 +2%	2,266 —2%	434 even	11,940 even
Ky.	409 —5%	315 —7%	663 +20%	2,435 —6%	419 —3%	238 +6%	2,032 —4%	2,068 even	293 even	8,872 —1%
La.	294 —4%	724 +6%	628 —2%	2,566 —2%	595 even	315 +13%	1,886 even	2,066 even	299 even	9,373 even
Md.	229 —3%	10 —25%	709 +14%	3,171 —10%	547 +2%	485 +4%	2,693 +2%	2,476 —2%	386 +5%	10,706 even
Miss.	419 —10%	100 —10%	190 even	840 —7%	194 even	120 +8%	957 +2%	1,033 even	154 +5%	4,007 even
Mo.	902 +6%	85 +4%	662 even	4,750 —11%	929 —4%	811 +4%	6,629 —2%	3,518 —4%	760 +1%	19,047 —4%
N. C.	846 +3%	20 even	560 —19%	5,281 —4%	481 —6%	362 +7%	3,326 +2%	2,672 even	410 —1%	13,958 —1%
Okla.	495 —2%	517 even	437 +18%	1,461 —4%	360 —3%	260 +4%	1,672 +3%	1,598 —4%	295 +1%	7,195 even
S. C.	307 even	10 even	477 —20%	2,234 —4%	192 —6%	162 even	1,053 +3%	1,547 even	190 even	6,172 —2%
Tenn.	387 —9%	50 even	686 +18%	2,754 —7%	436 —2%	373 +8%	3,597 +2%	2,329 —1%	412 even	11,024 even
Tex.	1,524 +2%	2,721 —4%	1,997 +5%	8,423 —5%	1,642 —3%	1,328 +4%	8,304 +2%	7,801 —3%	1,358 even	35,098 —1%
Va.	404 +2%	83 —16%	631 —5%	3,435 —8%	592 —5%	448 +1%	1,897 —3%	2,521 —2%	392 +1%	10,403 —5%
W. Va.	129 —6%	570 —19%	227 +34%	1,351 —10%	363 —5%	148 +1%	879 —3%	1,222 —1%	196 +3%	5,085 —6%
South	8,186 —1%	5,488 —4%	10,099 +2%	46,294 —6%	8,633 —3%	6,795 +6%	45,002 +2%	40,700 —1%	6,786 +1%	177,983 —1%



NATIONAL BUSINESS VOLUME

Business Volume by Regions ($ Million)

First 10 mos. of 1954 with gain (or loss) over first 10 mos. of 1953

	Farming	*Mining*	*Construction*	*Manufacturing*	*Utilities*	*Finance*	*Wholesale Trade*	*Retail Trade*	*Service Trade*	*Business Volume*
New Eng.	$ 614 —6%	$ 40 even	$ 1,702 +9%	$ 14,363 —10%	$ 1,563 even	$ 2,074 even	$ 8,239 —1%	$ 9,608 —1%	$ 1,635 +4%	$ 39,838 —4%
Mid. Atl.	1,693 —7%	747 —24%	6,048 +14%	48,989 —8%	7,023 —5%	8,081 +2%	53,998 even	27,788 —1%	7,647 +1%	162,014 —5%
E. N. Cen.	5,175 +3%	727 —10%	6,216 +7%	62,275 —12%	6,139 —5%	5,425 +4%	41,929 +1%	30,501 —1%	6,047 +10%	164,434 —4%
W. N. Cen.	6,559 +1%	843 —2%	2,527 +11%	15,577 —9%	2,929 —5%	2,327 +4%	20,152 —1%	13,009 —2%	2,131 even	66,054 —2%
S. Atl.	3,037 even	792 —16%	4,450 —1%	20,581 —6%	3,569 —3%	3,011 +5%	17,936 +2%	17,656 even	2,837 +1%	73,869 even
E. S. Cen.	1,590 —8%	559 —8%	1,915 +12%	8,340 —7%	1,420 —2%	1,027 +6%	8,158 +1%	7,236 even	1,147 even	31,392 —1%
W. S. Cen.	2,737 even	4,051 —2%	3,228 +5%	13,204 —4%	2,805 —3%	2,023 +5%	12,639 +1%	12,687 —2%	2,102 even	55,476 —1%
Mount.	1,475 —10%	1,181 —4%	1,171 +1%	3,294 —7%	1,209 —5%	695 +6%	4,342 +2%	4,900 —1%	832 +2%	19,099 —2%
Pacif.	2,712 —5%	1,049 even	3,610 +3%	19,936 —4%	3,235 —3%	2,920 +1%	16,956 even	14,885 —2%	3,609 +3%	68,912 —1%
U. S.	25,592 —1%	9,989 —6%	30,867 +7%	206,569 —9%	29,892 —4%	27,583 +3%	184,349 +1%	138,270 —1%	27,987 +1%	681,088 —2%

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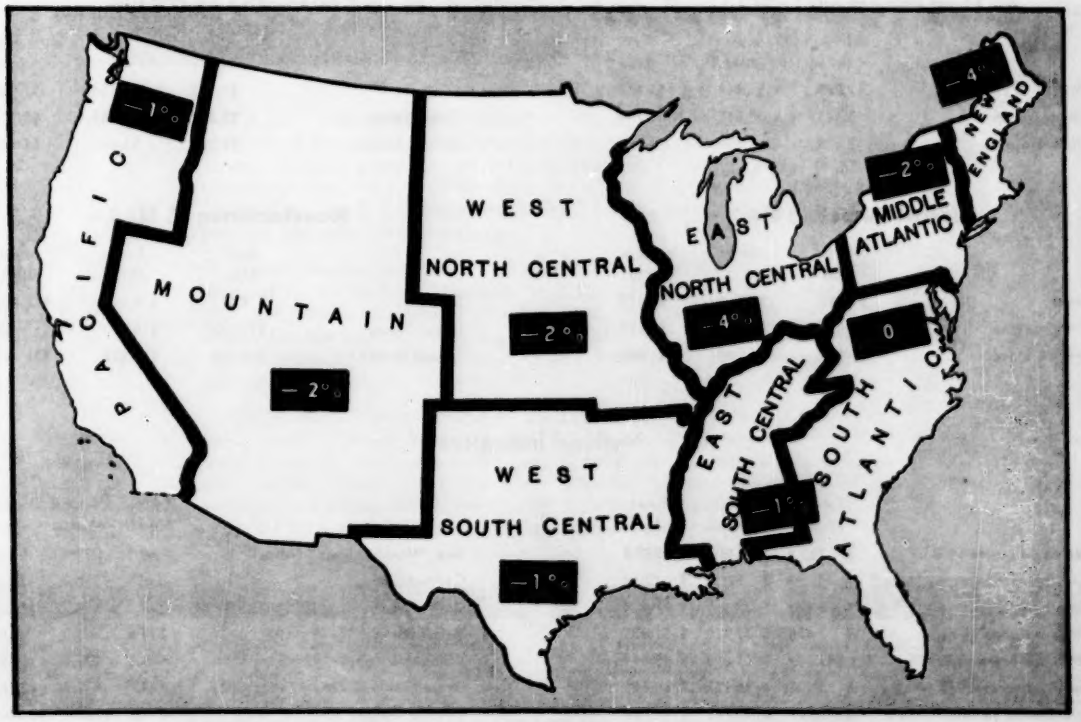
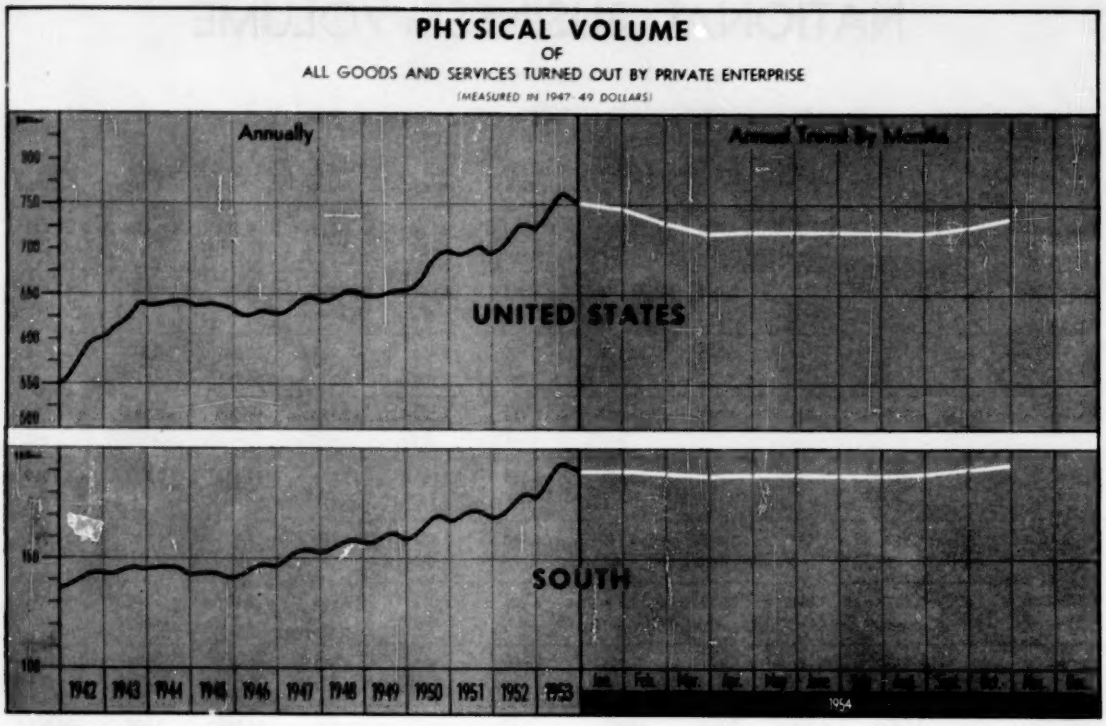




Regional Indicators

(Continued from page 9)

Farm Marketings ($ Mil.)

	Sep. 1954	Aug. 1954	Sep. 1953
South	$1,278	$1,369	$1,442
Other States	2,247	2,015	2,244
United States	3,525	3,384	3,686

Construction ($ Mil.)

	Sep. 1954	Aug. 1954	Sep. 1953
South	$1,112	$1,154	$1,036
Other States	$2,389	$2,463	$2,176
United States	$3,501	$3,617	$3,212

Mineral Output ($ Mil.)

	Sep. 1954	Aug. 1954	Sep. 1953
South	$ 537	$ 544	$ 572
Other States	$ 435	$ 436	$ 494
United States	$ 972	$ 980	$1,066

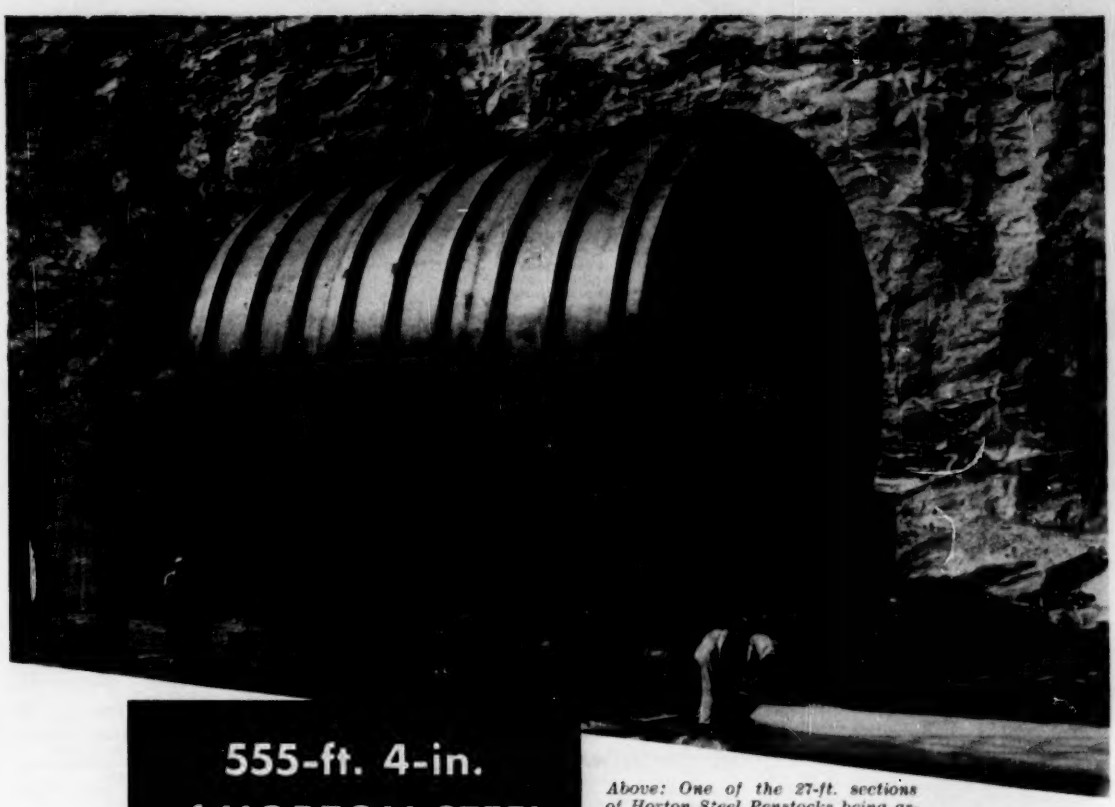
Manufacturing ($ Mil.)

	Sep. 1954	Aug. 1954	Sep. 1953
South	$ 4,672	$ 4,654	$ 4,755
Other States	$15,947	$15,971	$17,038
United States	$20,619	$20,625	$21,793

National Indicators

	Latest Month	Previous Month	Year Ago
Personal Income ($ Bil.)	$ 285.9	$ 286.6	$ 287.8
Ave. Weekly Earnings (Mfg.)	$ 72.98	$ 72.22	$ 72.14
Consumer Credit ($ Mil.)	$ 28,975	$ 28,856	$ 28,600
All Inventories ($ Mil.)	$ 77,475	$ 77,790	$ 81,805
Mfg. Inventories ($ Mil.)	$43,773	$ 43,668	$ 47,044
Trade Inventories ($ Mil.)	$ 33,702	$ 34,122	$ 34,761
Bank Debits ($ Mil.)	$152,321	[illegible]	$149,606

	Latest Month	Previous Month	Year Ago
Ave. Weekly Hours (Mfg.)	40.1	39.9	40.3
Carloadings	3,629	2,711	4,024
Consumer Prices ('47-'49=100)	114.5	114.7	115.4
Retail Prices ('35-'39=100)	207.6	208.2	210.0
Wholesale Prices ('47-'49=100)	109.8	109.7	110.2
Construction Costs ('47-'49=100)	123.1	122.7	122.5
Electric Output (mil. kw. hrs.)	46,709	45,529	43,820



555-ft. 4-in. of HORTON STEEL PENSTOCK for Buford Dam Project

Above: One of the 27-ft. sections of Horton Steel Penstocks being assembled at the Buford Dam Project.

A key project for the control of the Apalachicola River system, the Buford Dam Project is now under construction on the Chattahoochee River, 35 miles northeast of Atlanta, Georgia. Chicago Bridge & Iron Company supplied two 22-ft. diam. by 216-ft. 8-in. penstocks and one 10-ft. diam. by 122-ft. penstock for use in three tunnels connecting the forebay and tailrace at the Dam.

Steel for the penstocks was fabricated at our Birmingham plant, shipped to the Buford Dam site and assembled in 27 ft. sections by one of CB&I's experienced erection crews. All longitudinal and girth seams for the built-up sections were welded with an automatic welding machine while the stiffener angles and tunnel girth seams were manually welded.

The Buford Dam penstocks are typical of the heavy welded steel plate work Chicago Bridge & Iron Company is equipped to do. We have complete facilities at all four plants for designing, fabricating and erecting structures for a wide range of services. When planning welded steel plate structures of any sort, be sure to write our nearest office for information, estimates or quotations.

CHICAGO BRIDGE & IRON COMPANY

Atlanta 3 ..... Healey Bldg.	Detroit 26 ..... Lafayette Bldg.	Pittsburgh 19 ..... Alcoa Bldg.
Birmingham 1 ..... North Fiftieth St.	Houston 2 ..... C & I Life Bldg.	Salt Lake City 4 ..... West 17th South St.
Boston 10 ..... 201 Devonshire St.	Los Angeles 17 ..... General Petroleum Bldg.	San Francisco 4 ..... 200 Bush St.
Chicago 4 ..... McCormick Bldg.	New York 6 ..... 165 Broadway Bldg.	Seattle 1 ..... Henry Bldg.
Cleveland 15 ..... Midland Bldg.	Philadelphia 3 ..... 1700 Walnut Street Bldg.	Tulsa 3 ..... Hunt Bldg.

PLANTS IN BIRMINGHAM, CHICAGO, SALT LAKE CITY AND GREENVILLE, PENNSYLVANIA

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

ABBEVILLE—Pepperell Mfg. Co., Abbeville, let contract to Batson-Cook Co., West Point, Ga., at $94,000 for textile plant.

ANNISTON — Alabama Power Co. plans $200,000 headquarters building.

ATMORE — Citizens Steering Committee, c/o Dr. W. R. Holley, general chairman, plans $150,000 addition for Vanity Fair Mills, Inc.

BIRMINGHAM — Howard Cleaners, 907 Third Ave., N., let contract to F. R. Hoar & Son, Birmingham, for new building, 68th Place N. & 1st Ave. Pembleton & Mims, Archts.

BLOUNTSVILLE — Town of Blountsville let contract to G. W. Hallmark Constr. Co., Birmingham, at $103,275 for factory building. Martin J. Lide, Birmingham, Archt.

CALERA — Stockbridge Stone Co., 2019 Sixth Ave., N. Birmingham, let contract to Hunter & Underwood, Birmingham, for $80,000 slag plant.

CULLMAN — Cullman Co. Industrial Development Corp., plans boiler processing plant, approx. cost $125,000, to be leased by Marshall Durbin Co., Birmingham.

FAIRFAX—West Point Mfg. Co., c/o G. N. Davidson, Purchasing Agent, West Point, Ga., let contract to Batson-Cook Co., West Point, Ga., for manufacturing plant. Robert & Co., Atlanta, Ga., Archts.

FAYETTE—Town of Fayette let contract to Renfroe Constr. Co., Fayette, at $100,077 for factory building. Martin J. Lide, Birmingham, Archt.

GUIN—Minnesota Mining & Mfg. Co., St. Paul, Minn., plans $2,000,000 manufacturing plant.

HUNTSVILLE—P. R. Mallory Co., Indianapolis, Ind., let contract to Daniel Constr. Co. of Alabama, Inc., Birmingham, for manufacturing plant.

JASPER—A.C.S. Chevrolet Co., Jasper, received bids for automobile show room building. Morris A. Hall, 120 Fifth St., N.E., Atlanta, Archt.

MONTGOMERY — Hazel Atlas Glass Co. plans addition to plant.

WETUMPKA — Mac Freeman, Jr., president, Chamber of Commerce, plans $200,000 garment plant on Wetumpka-Rockford Highway; to manufacture sport shirts.

FLORIDA

HIALEAH—Max Bauer, 330 W. 23rd St., received bids for meat packing plant addition.

PALATKA—Hudson Pulp & Paper Corp. received bids for storage building.

PENSACOLA—Gulf Power Co., 8 N. Palafox St., plans $500,000 office building.

VIRGINIA KEY (Dade Co.)—Marine Exhibition Corp., received bids for Aquarium Bldg., & Entrance Bldg., Steward & Skinner, 223 S.E. 1st St., Miami, Archts. John E. Petersen & Frank H. Shuflin, 206 Roper Bldg., Miami, Assoc.-Archt.

GEORGIA

ATLANTA—Atlantic Steel Co. let contract to Strother-Berge Co. for addition to warehouse. Vincent A. Daley, 565 Plum St., N.W., Archt.

BAXLEY — Appling Industries, Inc., received bid from Ed L. Powers Contracting Co., Jesup, Ga., at $103,600 for manufacturing plant.

MACON — Orkin Exterminator Co., 330 Poplar St., received bid from A. R. Briggs at $48,000 for office building. Hall & Ferguson, Bankers Ins. Bldg., Archts.

SAVANNAH—Roger Wood Packing Co. received bid from Artley Co., 502 E. Bay St., at $125,718 for meat processing plant. Ben P. Ritzert, Archt.

KENTUCKY

ERLANGER (Covington) — Covington Independent Warehouse, Boyd Elliott, Pres., to build $150,000 warehouse in spring.

LOUISIANA

CHALMETTE — Southern Bell Telephone & Telegraph Co., 1215 Prytania St., New Orleans, let contract to R. P. Farnsworth & Co., Inc., 1515 S. Salcedo St., New Orleans, for new dial office building. Warren-Knight & Davis, Protective Life Bldg., Birmingham, Archt.

GONZALES—Town received bid of $149,900 from E. A. Tharpe & Co., 3304 Youree Drive, Shreveport, La., for new pants factory for The Milford Square Pants Co. of Quakertown, Pa. E. F. Harris, 720 Murray St., Alexandria, La., Archt.

LAFAYETTE—City of Lafayette received bids for steam generating station.

PONCHATOULA—Town received bid from Union Constr. Co., Box 3066, Sta. D, New Orleans, at $91,448 for Valmy Garment factory building; from Thurman Electric Co., Brookhaven, Miss., for electric work, $14,341; Stafford Furniture Co., Hammond, La., for air conditioning and heating, $17,143. Patrick M. Allison & Assocs., 315 St. Charles St., New Orleans, Archts.-Engrs.

SHREVEPORT — Kansas City Southern Lines received bids for air conditioned office building on Blanchard Road, N.W. of Shreveport. Neild-Somdal Associates, 960 Jordan St., Archts.

MARYLAND

ANNAPOLIS — International Electronics Engineering, Inc., 3973 Lankershim Blvd., North Hollywood, Calif., purchased 46 acres on Route 50 for future expansion.

BALTIMORE—B. & O. R.R., Baltimore & Charles Sts., plans $120,000 addition.

New and Expanding Plants Reported in December 1954
74
Total for 1954
1325
Total for 1953
1931

BALTIMORE—Consolidated Gas, Electric, Light & Power Co., Lexington Bldg., plan $23,000 sub-station extension at 3215 Annetta Ave.

BALTIMORE — Crown Cork & Seal Co., O'Donnell & Newkirk Sts., let contract to Consolidated Engineering Co., Inc., 20 E. Franklin St., Z 2, at $800,000 for manufacturing plant at 4720 Boston St. Harry H. Moulton, 112 Oak Drive, Catonsville, Archt.

BALTIMORE—Lord Baltimore Press, 1601 Edison Highway, let contract to Consolidated Engineering Co., Inc., 20 E. Franklin St., Balto. 2, for building addition. Friedman, Alschuler & Sincere, Chicago, Archts.

BALTIMORE—Sidney Rosen let contract to Ira C. Rigger, Inc., 412 Delaware Ave., Z 4, at $7,000 for manufacturing building at 4130-32 Amos Ave.

BALTIMORE — Weber Storage Co., Inc., 9219 Harford Road, received bids for office and storage addition. F. L. Moehle, 2514 N. Charles St., Baltimore 18, Archt.

GLEN BURNIE — Chesapeake & Potomac Telephone Co., Board of Directors, Baltimore, plan new building.

UNION BRIDGE — Lehigh Portland Cement Co., Jos. S. Young, president, Allentown, Pa., plans $15,000,000 expansion program.

MISSISSIPPI

MISSISSIPPI—Pontiac-Eastern Corp., subsidiary of Pontiac Refining Corp. of Corpus Christi, plans 12,000 barrel-a-day oil refinery, to cost approximately $10,000,000.

GRENADA — McQuay, Inc., received bids for plant building. John L. Turner & Assocs., Archts.

HOUSTON—Harry J. Vickery, Chairman of Chickasaw Development Foundation, and W. R. Jackson of Chattanooga, pres. of several furniture manufacturing concerns, plan $250,000 furniture plant, to be known as Jackson Manufacturing Co., Inc.

JACKSON—Kolb's Cleaners received bid of $27,245 from Wise Construction Co. for branch-drive-in building at N. State and Mitchell Sts., N. W. Overstreet and Assocs., 201 North Lamar, Archts.-Engrs.

LOUISVILLE—Board of Alderman awarded following contracts for construction of Factory Bldg. for National Pants Co., Frank Kincannon, Box 437, Tupelo, Miss., Archt.

General Masonry Contract — Roberds Constr. Co., Box 947, Corinth, Miss., at $27,428.

Steel Contract — Mitchell Engr. Co., Columbus, Miss., at $46,248.

Electrical Contract—J. F. Barnett Electrical Co., Philadelphia, Miss., at $11,520.

Heating & Cooling Contract—Kleban Engr. Co., Starkville, Miss., at $27,900.

Plumbing Contract—Parker Bros., Louisville, Miss., at $5,000.

Automatic Sprinkler System Contract—Crawford Sprinkler Co., East Point, Ga., at $3,387.

MERIDIAN — Kroehler Mfg. Co., Napierville, Ill., D. L. Kroehler, president, plans new lumber mill to cost between $1,500,000 and $2,000,000.

PASCAGOULA—City and Board of Supervisors of Jackson County let contracts as follows for new building for Pascagoula Veneer Co. plant:

Gneral Contract—Mitchell Engr. Co., Inc., Columbus, Miss., $209,000. **Electrical Contract**—Thurman Elec. Co., Brookhaven, Miss., $25,690. **Sprinkler System Contract**—LaDew Sprinkler Co., Hammond, La., $24,987.

RIPLEY—Tippah Electric Power Association plans building. Johnston & Jones, Starkville, Archts.

MISSOURI

CLINTON — Kansas City Power & Light Co. plans 800,000 kw generating plant, to cost $125,000,000.

KANSAS CITY — Westinghouse Electric Corp. plans jet engine research and development facilities at Kansas City plant. W. W. Smith, Mgr. Westinghouse Aviation Gas Turbine Division, said program will cost $12,500,000.

ST. LOUIS—Chevrolet St. Louis Division of General Motors Corp., 3809 Union Ave., let contract to J. S. Alberici Constr. Co., 1550 Irving Ave., for foundations only for auto plant at 5405 Natural Bridge. Albert Kahn Associates, 345 New Center Bldg., Detroit, Mich., Archts. & Engrs.

ST. LOUIS — Nies-Kaiser Printing Co., 4123 Gratiot St., purchased site for new plant on South side Berthold St., East of Hampton Ave. Fred S. McNeill, 3320 Lindell Blvd., Archt.

ST. LOUIS—Purex Corp., Ltd., 6901 McKissock St., let contract to J. S. Alberici Constr. Co., 1550 Irving Ave., for factory building at 6901 McKissock St.

NORTH CAROLINA

NORTH CAROLINA — Collins & Aikman Corp., Philadelphia, Pa., plan dyeing and finishing plant.

FRANKLIN—Burlington Mills Corp. let

NEW AND EXPANDING PLANTS

contract to Daniel Constr. Co., Greenville, S. C., for seamless hose plant.

GASTONIA — Hinde & Dauch Paper Co., Sandusky, Ohio, let contract to R. H. Pinnix, Gastonia, for foundations for paper box plant. Gibbes & Hill, Inc., New York, Archts.

HENDERSONVILLE — General Electric Co. plans multi-million dollar plant near Hendersonville, and $100,000 office buiding on 60-acre site.

RALEIGH — News & Observer, Frank Daniels, General Manager, let contract to Strong & Harmon for $550,000 building. Dietrick & Knight, Archts.

TARBORO — W. C. Mayo, Jr. & Ben C. Mayo, 2nd, let contract to Singleton-Embree-Reed, Inc., Charlotte, N. C., for heating, ventilation, and air conditioning piping for knitting mill. J. E. Sirrine Co., Greenville, S. C., Archts.-Engrs.

WINSTON-SALEM—Hanes Hosiery Mills Co. let contract to Fowler-Jones Construction Co. for 1955 addition to knitting mill. Lockwood-Greene Engrs., Inc., Spartanburg, S. C., Archts.-Engrs.

SOUTH CAROLINA

CHARLESTON — Station WCSC-TV, Charleston, let contract to Quattlebaum Electric Co., Charleston, at $9,974 for heating and air conditioning additions to TV center. Halsey & Cummings, Charleston, Archts.

GREENVILLE — Piedmont Natural Gas Co., Inc., plans $150,000 expansion and improvement program.

GREENVILLE—F. W. Poe Mfg. Co. let contract to Potter-Shackelford Constr. Co., Box 3218, Sta., Greenville, S. C., for new weaving and toilet building.

GREENVILLE—C. F. Sauer Co., Washington, D. C., plans $1,500,000 plant to make mayonnaise and spices.

ROCK HILL—Rockhill Printing & Finishing Co., Wm. H. Grier, General Manager, to rebuild plant destroyed by fire at cost of $125,000.

WALTERSBORO—James Dunn Mfg. Co. received bids in office of Lyles, Bissett, Carlisle & Wolff, 1321 Bull St., Columbia, S. C., Archts.-Engrs., for manufacturing plant.

TENNESSEE

JACKSON — J. C. Edenton received bid from F. T. Thayer, Jr., Memphis, for office and warehouse. Parish & Smith, Memphis, Archt.

MEMPHIS — Kroehler Mfg. Co., Naperville, Ill., D. L. Kroehler, president, plans $275,000 cotton fibre processing plant.

MEMPHIS — Southern Bell Telephone & Telegraph Co., Memphis, plans building at Frayser & Whitehaven.

TEXAS

ABILENE—Merchants Fast Motor Lines let contract to C. L. Cooke & Sons, 142 Clyde St., at $65,900 for office building on Highway 80 East. F. C. Olds Co., 158½ Cypress St., Archts.-Engrs.

AMARILLO—Owner, c/o Archts. & Engrs., received bid from Sawyer Constr. Co., Box 2553, at $123,475 for bowling alley. N. E. Grand and 22nd Ave. Ed N. Bliss and Arthur E. Vaughn, Johnson Bldg., Association Archts.-Engrs.

AMARILLO—Pioneer Natural Gas Co., 418 Polk St., received bid of $1,599,732 from C. S. Lambie & Co., Box 1167, for office building. 301 Taylor. Emmett F. & James F. Rittenberry, Fisk M & P Building, Amarillo, Archts.

AUSTIN — Manufacturing Laboratories, Inc., 2216 San Gabriel St., received bid from Archie O. Fitzgerald, Box 101, Austin, at $207,000 for commercial building, 5 miles South of San Antonio Highway. Lundgren & Maurer, 1003 W. 24th St., Archt.

BELTON—Texas Rockwool Corp., c/o J. B. Kelley, president, Belton Industrial District, plans insulation manufacturing plant.

BRAZORIA COUNTY—Standard Sulphur Co., Rosenburg, Tex., plans $1,500,000 Frasch process plant for producing sulphur; work to start next spring.

BROWNSVILLE — Valley Refrigerated Warehouse Co. plans new warehouse. A. H. Woolridge, Box 1468, Archt.

CENTER—Magnolia Petroleum Co., 1009 Fannin St., Houston, received bids for new facilities and remodeling of office building at pumping station.

CISCO—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, let contract to Albert L. Smith, 1615 Roger Road, Fort Worth, for alterations and additions to dial building.

CLEBURNE—Lone Star Gas Co. let contract to McCann Construction Co., 1817 E. Lancaster St., at $60,000 for warehouse and office building. Smith & Warder, 405 Jefferson, Grand Prairie, Archts.

CORPUS CHRISTI—Central Power & Light Co., 120 N. Chaparral St., let contract to Brown & Root, Inc., Box 3, Houston, for Lon C. Hill Power Station, Unit 11, substructure and superstructure, Job. No. 2366.

DALLAS—Exhibition Building Corp, c/o Walter W. Ahlschlager, 2505 Turtle Creek Drive, Archt., plans exhibition building, Fairmount & Turtle Creek Blvd., 7-story wholesale furniture display building; approx. cost $1,750,000.

DENISON—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, let contract to Carpenter Brothers, 1335 Plowman, Dallas, for dial building at Crawford & Myrick Sts.

GALVESTON — Southern Bell Telephone Co., 308 S. Akard St., Dallas, let contract to Natkin & Co., P. O. Box 9374, Houston, for air conditioning telephone building at 822 Rosenberg, Galveston.

GARRISON — City of Garrison plans improvements to electrical distribution and water system at cost of $40,000.

HARLINGEN—W. Edgar Johnston, Harlingen, received bid of $15,795 from E. J. Waltman, Box 94, for addition to Johnston Canvas Products Factory. C. Lyman Ellis, Jr., 110 McClendon Bldg., Archt.

HOUSTON — Baldwin Properties, Inc., Buffalo Speedway, Houston, received bids for office and laboratory building on Buffalo Speedway near Magoobar Bldg. Henry A. Stubee, 3008 Caroline St., Archt.

HOUSTON — Dixie Cone Mfg. Co., 1900 Silber Road, received bid from Brown Construction Co., 5105 Avenue L, at $65,708 for office building and additional warehouse and shop facilities at 1900 Silber Road. Woodrow W. Alexander, 2008 W. Alabama Ave., Archt.

HOUSTON—Selig Company received bid from Oxco Construction Co., 6603 Myrtle St.,

(*Continued on page* 61)

LITTLE GRAINS OF SAND

"Little drops of water, little grains of sand,
Make the mighty ocean, and the pleasant land."

Self Reliance. Three out of four men in the nation's work force do not belong to labor unions. Only about sixteen million of the nation's sixty-four million workers are union members.

Since the enactment of the Wagner Act in 1935, the right of workers to organize freely has been fully protected by law. Yet forty-eight million workers remain outside of the ranks of organized labor.

This statistic has been entirely overlooked in the union bosses, arguments against "right to work" laws already passed by seventeen states to forbid compulsory union membership, and seems to be one unanswerable argument among many against compulsory union membership.

The three to one proportion of unorganized workers points to the existence of sound reasons for an individual to refrain from joining a union. Self-reliance, an outstanding characteristic of most Americans undoubtedly is among them, and self-reliance is not an objectionable human trait. None who know the story of America's dynamic growth doubt its value.

Myth. One of the favorite arguments for the guaranteed wage is that workers should be paid "just the way management is." Union officials consider it shrewd propaganda, for it appeals to Americans' sense of fair play. But it does not appeal to Americans' common sense.

The fact is that, as a general practice, only a very few executives at the very top of business corporations are compensated on a contract basis that even remotely resembles the demand for an annual guarantee.

The great bulk of America's management team gets compensation on a salary basis, as professional personnel, but without any guarantee beyond the knowledge that, as an effective and necessary member of the team, a man's services contribute importantly to the success of the enterprise. However, when these services cease for one reason or another the salary connected with the position also ceases for a definite reason.

Honesty Is Not News. The Senate Banking Committee's report of the Federal Housing Administration found that there were excessive profits in 437 projects, most of them built in 1950. The total of FHA insured mortgages on these 437 projects come to about $590 million. This represents a scandalously dishonest situation. But when you compare this $590 million involved in the committee's cases with total expenses for construction in that year it is apparent that the construction industry as a whole is composed of honest business men.

In the year 1950, expenditures for all construction in the United States totaled $28.4 billion. The $590 million involved in the committee's cases is 2 per cent of that amount.

Thus, while a few builders were making profits by dubious means, honest builders were constructing record numbers of houses, apartments, factories, stores, hospitals, schools, churches, institutions and other buildings.

They aren't big news because they were doing what they have always been doing—building up America.

> There is but one source of social progress—The independent thought and action of individual man.

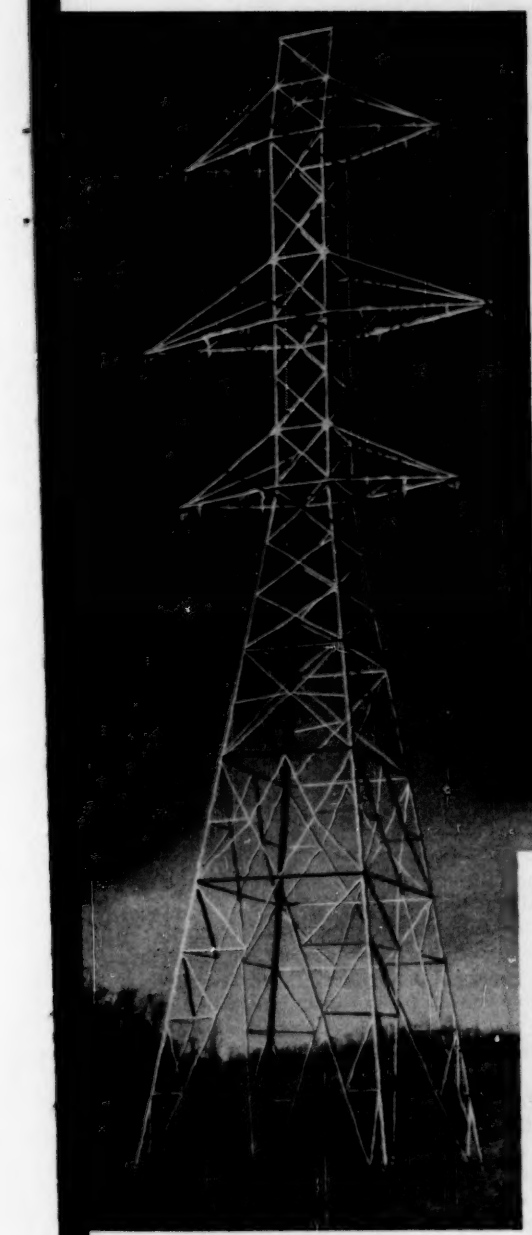
Figures Don't Lie, But . . . Good statistics can form a very handy report card that will show us where the economy of the nation has been, where it is at present, and, used with reason and foresight, where it is headed.

But not so long ago a former President suggested that the Government should increase the gross national product for the welfare of the people by paying out more money. Now, nothing is easier than increasing the statistic for the gross national product. The Government could readily double it by halving the value of the dollars. It could even be done without changing the value of the dollar—just let every housewife work next door for $40 a week while she pays her neighbor $40 a week for doing her

(*Continued on page* 16)

Transmission Towers

by AMERICAN BRIDGE can "take it"!



FOR STRONGER, weather-worthy transmission towers, you can rely on AMERICAN BRIDGE. It is backed by 44 years of experience in designing and fabricating transmission towers.

The ability of these tall sentinels to withstand the extremes of wind and ice conditions is proof of good design practice. It is this widely recognized and proven ability to "take it" that has won for these strong, dependable towers the respect of power companies everywhere.

American Bridge towers are a *must* for all important high voltage lines. For example, you'll find them along the 330,000-volt, double circuit Appalachian Electric Power Company link of A.G.&E.'s high voltage transmission network. *These towers are approximately 150-ft. tall and are designed for straight line spans of 1700-ft.*

American Bridge towers are made to order for every type of transmission line service. They are designed for simplified erection on level, side-hill, or rocky butte sites. They are engineered for heavy-duty service under the severest climatic conditions. For recommendations based on your specific requirements, just write our nearest office.

Designed to carry any load

—to fit any terrain!

Incorporating special design features such as steel grillage earth anchors and variable leg extensions, American Bridge towers make possible important savings in time, labor, and material costs.

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AMERICAN BRIDGE

USS

UNITED STATES STEEL

LITTLE GRAINS OF SAND

(Continued from page 14)

own housework. The statistic would skyrocket with no gain for anybody except the income tax collector.

Indeed, a good bit of the progress we think we have made from looking at the enlargement of the gross national product is just that misleading. The figures have distorted our gains in wages, profits, capital investment and savings.

The Federalist Papers. *The eighty-five papers known collectively as* The Federalist *by which Alexander Hamilton, James Madison and John Jay convinced the opponents of the Constitution when it was offered to the states for ratification is difficult to find in a library, is practically unknown to our schools and colleges and is seldom cited by contemporary statesmen or scholars.*

As it is the equivalent of a judicial interpretation of the Constitution before the courts were established, it should be in the library of "every gentleman and scholar," every lawyer, every school, and in the colleges and universities it should be a required study.

The Colonial Press, Inc., Clinton, Massachusetts, has undertaken to meet the want of "The Federalist" by publishing an edition down to date which will soon appear.

Sad but True. In the fiscal year ending in June, 1953, the Treasury's deficit was $9.4 billion. The following year it was $3.3 billion. In the current year, which ends next June, the excess of spending over revenue is now estimated at $4.7 billion. Adding to these figures the minimum of $3 billion which Mr. Humphrey sees for the 1955-56 fiscal year, you get a total deficit for the first Eisenhower Administration of something more than $20 billion.

After making due allowance for the fact that a part of this is a responsibility of the previous Administration, after giving full recognition to the difficulties of the task, and after conceding that under others the situation would be worse—after doing all these things, this is still a sad record. For unfortunately the consequences of these twenty billions of dollars on the economy of the country and the lives of its citizens will not be mitigated by the fact that the responsible officials can point to extenuating circumstances.

A Growing Trend. Mergers and rumors of merger are making headlines with remarkable frequency. The reasons back of these mergers are many, but perhaps they may best be epitomized by this statement that "In union there is strength." Consolidations of industrial concerns are sometimes necessary for survival. They frequently offer the advantage of increased financial strength, expansion of product lines, improved management and research activities, elimination of obsolescent and inefficient plants and of duplicating branches and sales organizations. Some are dictated by the opportunity in sick industries to acquire large asset values at low cost and through better management to

LITTLE GRAINS OF SAND

build up earning capacity. Whatever the underlying reasons, mergers seem to be the order of the day.

Dixon-Yates. In a letter to Congressman Cole of New York, President Eisenhower made this statement in disclaiming the responsibility of the Federal Government to provide cheap power for all areas in the country:

"It seems to me that there has been a very great deal of talk and argument—much of it partisan—about issues that are really clear and simple. No one in this Administration has any intention of destroying or damaging TVA or of diminishing its effectiveness in any way, but this is not the same thing as fastening on the federal government a continuing and never-ending responsibility which I frankly do not believe is logical nor, in the long run, in the best interests of the country."

In this statement, the President recognizes that the controversy over the Dixon-Yates contract is essentially the conflict between those who favor public ownership of power facilities and the advocates of privately-owned power systems. Mr. Eisenhower stated it another way in his speech at McNary Dam in Oregon, last month:

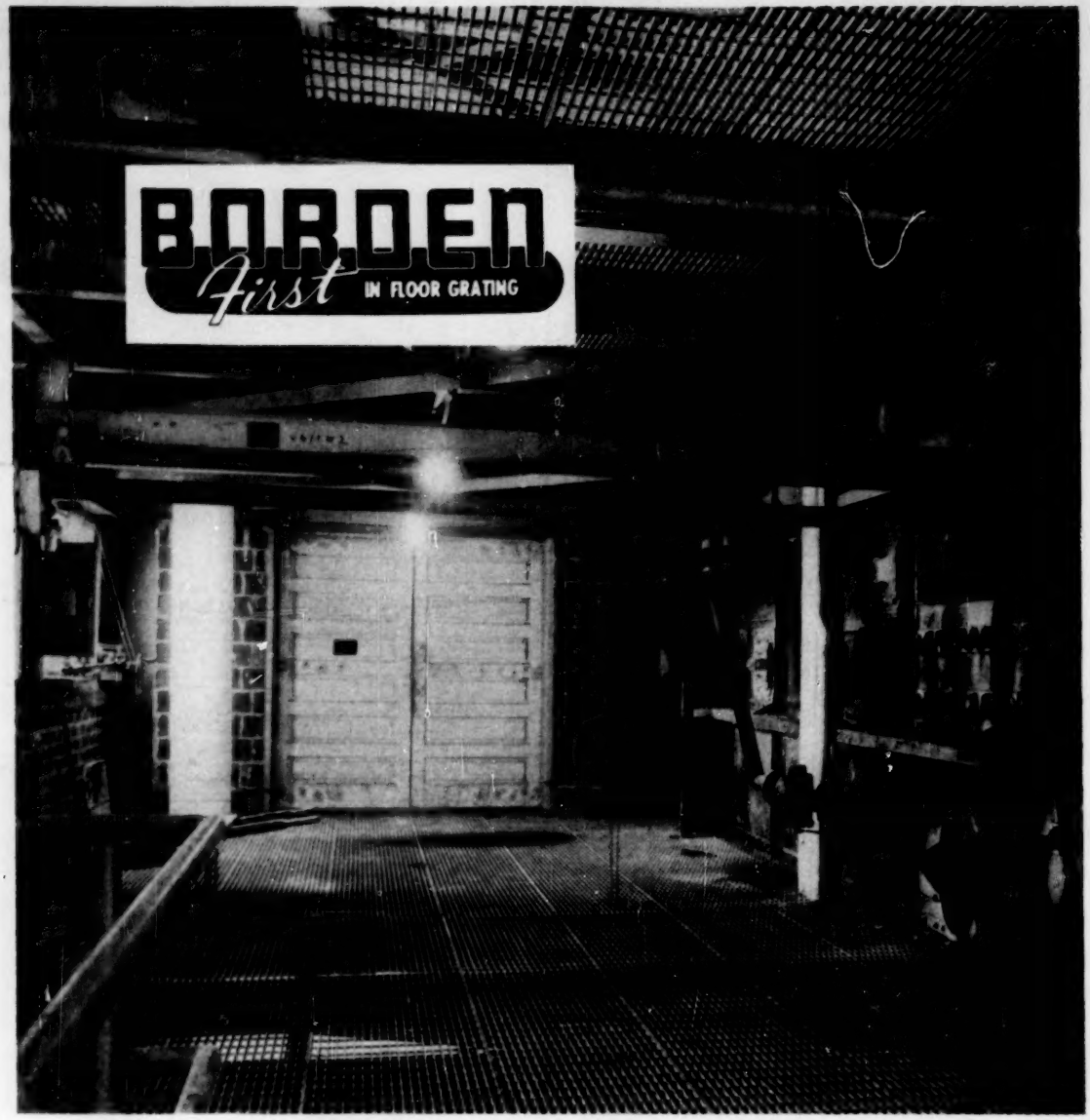
"It is not a Federal responsibility to try to supply all the power needs of our people. The Federal Government should no more attempt to do so than it should assume responsibility for supplying all their drinking water, their food, their housing and their transportation."

Despite the vigor of the attacks on the Dixon-Yates contract and the employment of the most extravagant language in criticism, the plan whereby AEC is to buy privately-produced power in the Tennessee area is not without precedent. The previous Administration made a similar arrangement with 15 utility companies, who then formed the Ohio Valley Electric Corporation to furnish power to AEC installations in that area. *Barron's* of November 1 sets the dispute in proper perspective with this statement:

"The sound and fury now raging over the so-called Dixon-Yates contract may well puzzle the future historian of American business. For what the contract involves is nothing more sinister than an offer of two private utilities, Middle South and Southern Co., to sell a large amount of electricity to the Atomic Energy Commission, in lieu of the Government's building new generating capacity with taxpayers' money. Offhand such an offer would seem to be perfectly natural in a free enterprise economy, and one to be particularly welcomed at the present time when the Treasury is seeking to retrench."

And *The Wall Street Journal* sums up the conflict of the opposing philosophies in these words:

"The issue, then, is not whether a private monopoly shall replace a Federal one. It is whether the socialization of power, already far advanced, shall be completed or whether private enterprise shall be permitted any place at all."



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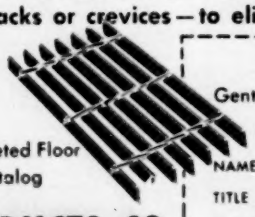

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TITLE _____

COMPANY NAME _____

ST. AND NO. _____

CITY AND STATE _____

"What Enriches the South Enriches the Nation"

Free Enterprise

During the crop year of 1946-47 Florida citrus growers produced what was then a bumper crop of more than fifty three million boxes of oranges. The following year fifty eight million were grown. In both years many growers lost money because perishable oranges glutted the market and drove prices down. As a result there was a demand by citrus farmers for a federal price support program.

During the year of 1953-54 Florida growers harvested the equivalent of seventy two million boxes of oranges, and this year's crop is expected to exceed eighty million boxes. However no difficulty in marketing the crop was experienced last year and none is anticipated for the current year. Now Florida orange growers are prosperous and there is no outcry from them for Federal price support.

The contrast between these two pictures, just a few years apart, clearly shows the revolution that has occurred in the marketing and distribution methods of a highly perishable annual farm crop. It should prove to be an instructive lesson to Washington politicians and free wheeling economists.

Prior to 1946 orange growers were caught in the age-old vise that grips every producer of seasonable and perishable products. If the weather was good to the orchards a big crop was dumped on the market to be sold in a short space of time and the growers were hit by falling prices. If the weather was bad, or if there was an infestation of any kind, orange prices would shoot upwards. But then unfortunately most growers had very few oranges to sell.

After 1948 the practice of concentrating the juice and freezing it, which had been done for several years on a small scale, became widespread. This provided a year-round market for the seasonal product. The development of new processes and a new distribution system revolutionized the whole citrus fruit industry.

The orange growers' business was saved not by Federal planning or Federal handouts but by scientific ingenuity and by the initiative of growers, processors and merchandisers. And the benefits of it are not limited to those in the business. Breakfast orange juice is no longer a seasonal specialty.

This suggests the real way to tackle the nation's farm problems. Over the past half-century agriculture has made tremendous strides in production methods; crops are now grown on land that would once have had to lie fallow and the yields per acre of all the land has been multiplied many fold. But this new production has been a mixed blessing because there has been less progress in the use and marketing of farm crops.

What can be done to change and rebuild the markets for other crops, there is no way of knowing. But a few years ago no one could foresee either what would rescue the orange growers.

It is certain, though, that if the government had been buying up all the surplus oranges, the citrus producers would have had production and marketing controls and all the other bureaucratic paraphernalia for perpetuating problems. And there would not have been the spur to initiative which has built up this new frozen concentrate industry.

Income Depends Upon Investment

by Caldwell R. Walker

Editor, Bluebook of Southern Progress

Which of the 48 states enjoys the highest per capita investment in enterprise plant and equipment?

Is it New York by reason of its great diversity? Or Pennsylvania by reason of its enormous iron and steel capacity? Or Ohio with its superiority in rubber and machinery production? Or Michigan because of its leadership in transportation equipment?

Wrong—it is none of these.

The answer is Wyoming, with mining, utilities and consumer commerce constituting the bulk of investment.

This is one of the interesting results of research being currently pursued in preparation for the 1955 Blue Book of Southern Progress.

The Blue Book, in its forthcoming edition, hopes to branch out somewhat from the strict regional formula traditionally observed.

Plans are being mapped to compare Southern states with states of other regions, and the South as a region with other parts of the United States.

Right now, having injected the foregoing question, it may be of interest to examine more fully the circumstances that surround the somewhat surprising answer.

PLANT-EQUIPMENT DEFINED

At the outset it should be understood that Plant and Equipment does not by any means embrace all elements of Capital Investment. The term encompasses only the items of Real Estate, Buildings and Mechanical Equipment necessary for prosecuting the purpose of any respective enterprise.

In addition to these items, there are, of course, such important items as Inventories, Accounts, Reserves, and other Intangibles, which taken together usually amount to considerably greater dollar value than the physical assets involved in Plant and Equipment.

As an illustration it may be noted that in Manufacturing enterprise as a whole Plant and Equipment amounts to about 35 per cent of total investment. In the case of Trade, the ratio will run substantially less —not more than 20 per cent. In Farming, Mining, Utilities, and Finance—Real Estate Plant values run high, but nevertheless are accompanied by heavy investment in other items of capitalization.

So when viewing the panorama of rank in Plant investment among the various states and regions, it must be borne in mind that the scene might be somewhat different if total investment were brought into perspective.

Plant Investment, nevertheless, holds special significance for the community in which it is located.

PLANT INVESTMENT CREATES INCOME

Plant and Equipment is usually a permanent community asset. Its existence more or less guarantees income, not only to the investors who have staked their capital on the enterprise, but also to countless numbers who find employment therein.

This is a point frequently overlooked by those who press for repression of profit incentives. When such incentives are curtailed, investment potential is certain to be proportionately curtailed, and this curtailment may react with far greater harm to other individuals in the community than the actual suppliers of capital.

A noteworthy statistic supporting this fact is to be found in the relationship between Per Capita Plant-Equipment and Per Capita Income.

The record shown in the table accompanying this article indicates clearly that high per capita investment in plant and equipment inevitably results in high per capita income, even though the two may not always run in direct proportion to each other.

FARM PLANT COSTS RUN HIGH

Another surprising result of this research is the relative greatness of Farm plant costs in comparison with other forms of enterprise. Total investment in farm lands, buildings and machinery in the United States amounts to $75 billion. Investment in Manufacturing plant totals $66 billion. Utilities also run high, with plant investment of $75 billion practically the same as that of Farms.

Due largely to this high rating of Farms, Nebraska and Kansas hold second and third place, respectively, in per capita plant investment.

Investment per person in Farm plant which averages $471 for the United States, stands at $2,049 in Nebraska and $1,650 in Kansas.

HEAVY CAPITAL IN CENTRAL & EAST

The accompanying table will answer most other detailed questions better than further analysis, but one thing should be noted before general discussion is closed:

Leadership in per capita investment is by no means the same as leadership in total dollar investment.

When it comes to total dollar investment, rank will be found to run very much as would be expected—with possibly two exceptions.

It may come as a surprise to some that California ranks second, and Texas fourth, in total dollar amount of plant and equipment investment.

New York is first; California second; Illinois third; Texas fourth; Pennsylvania fifth; Ohio sixth; Michigan seventh; Indiana eighth; New Jersey ninth; Iowa tenth.

In the South, Missouri is eleventh (in the Nation); North Carolina is sixteenth; Virginia is seventeenth; Louisiana is eighteenth; Oklahoma is nineteenth; Tennessee is twentieth; Georgia is twenty-second; Kentucky is twenty-fourth; Florida is twenty-fifth; Maryland is twenty-sixth; Alabama is twenty-seventh; West Virginia is thirtieth; South Carolina is thirty-second; Arkansas is thirty-third, and Mississippi is thirty-fourth.

This still leaves 14 states below any in the South.

Data of Plant Investment

	Population (000)	Farm Plant Invest. $M.1	Mfg. Plant Invest. $M.1	Total Plant Invest. $M.1	Per Cap. Plant Invest.	Per Cap. Income *
Me.	916	$ 231	$ 314	$ 1,208	$1,318	$1,210
N. H.	528	120	182	719	1,363	1,377
Vt.	383	197	95	592	1,546	1,201
Mass.	4,906	304	1,893	7,563	1,542	1,624
R. I.	790	4[illegible]	400	1,172	1,483	1,711
Conn.	2,210	312	1,308	3,805	1,721	1,906
N.E.	**9,732**	**1,208**	**4,192**	**15,059**	**1,548**	**1,626**
N. Y.	15,368	1,481	5,659	31,372	2,041	1,894
N. J.	5,174	487	3,325	9,224	1,783	1,828
Pa.	10,755	1,520	6,628	20,592	1,914	1,741
M.A.	**31,297**	**3,488**	**15,612**	**61,188**	**1,954**	**1,831**
Ohio	8,535	2,906	5,684	17,255	2,021	1,973
Ind.	4,203	2,757	2,868	9,494	2,258	1,808
Ill.	9,106	5,538	4,989	22,976	2,521	2,034
Mich.	7,010	1,706	4,603	12,298	1,755	1,940
Wis.	3,574	2,060	1,616	6,695	1,873	1,636
E.N.C.	**32,427**	**14,967**	**19,760**	**68,718**	**2,120**	**1,925**
Minn.	3,098	2,821	911	7,292	2,353	1,447
Iowa	2,636	5,601	714	8,617	3,270	1,475
Mo.	4,115	2,248	1,285	8,430	2,048	1,524
N. D.	635	1,178	21	1,712	2,694	1,256
S. D.	659	1,385	49	1,875	2,845	1,313
Neb.	1,358	2,783	240	4,597	3,384	1,429
Kan.	1,972	3,253	833	6,594	3,343	1,538
W.N.C.	**14,474**	**19,269**	**4,053**	**39,117**	**2,702**	**1,455**
Del.	362	93	233	780	2,154	2,447
Md.	2,522	513	974	4,182	1,658	1,437
D. C.	820	—	38	1,534	1,870	1,575
Va.	3,418	1,276	921	5,191	2,148	1,107
W. Va.	1,946	476	603	3,239	1,666	1,244
N. C.	4,162	1,872	1,300	5,747	1,382	1,125
S. C.	2,171	787	744	2,700	1,245	1,088
Ga.	3,561	1,058	920	4,634	1,301	1,058
Fla.	3,436	880	276	4,190	1,219	1,006
S.A.	**22,398**	**6,955**	**6,009**	**32,196**	**1,437**	**1,173**
Ky.	2,928	1,571	610	4,474	1,528	1,054
Tenn.	3,344	1,425	918	4,740	1,419	1,134
Ala.	3,100	978	946	3,908	1,262	944
Miss.	2,180	1,111	255	2,375	1,091	728
E.S.C.	**11,553**	**5,085**	**2,729**	**15,497**	**1,341**	**986**
Ark.	1,891	1,105	274	2,476	1,307	836
La.	2,901	871	1,213	5,186	1,787	1,159
Okla.	2,232	1,855	660	4,792	2,148	1,172
Tex.	8,240	6,721	3,780	21,677	2,631	1,455
W.S.C.	**15,263**	**10,552**	**5,927**	**34,131**	**2,235**	**1,281**
Mont.	624	971	162	1,918	3,074	1,423
Ida.	611	906	99	1,593	2,608	1,251
Wyo.	302	419	183	1,199	3,968	1,662
Colo.	1,408	1,193	309	3,218	2,284	1,341
N. M.	752	633	72	1,541	2,051	1,119
Ariz.	974	489	108	1,483	1,523	1,200
Utah	753	463	252	1,679	2,231	1,241
Nev.	209	112	53	491	2,349	1,478
Moun.	**5,634**	**5,186**	**1,238**	**13,122**	**2,329**	**1,255**
Wash.	2,459	1,448	829	4,710	1,915	1,440
Ore.	1,634	1,194	539	3,420	2,093	1,471
Calif.	12,213	5,558	4,760	24,739	1,952	1,555
Pac.	**16, 306**	**8,200**	**6,128**	**32,869**	**1,960**	**1,530**
U. S.	**159,084**	**74,910**	**65,648**	**311,897**	**1,955**	**1,545**

— Too small to tabulate

* Earnings from payrolls and profits

1955 Opens on Optimistic Note For Business and Securities Markets

The widely advertised 1954 recession failed to develop and the prophets of gloom have been silenced.

By Robert S. Byfield

Financial Editor

THE Dow-Jones Industrial Average, having shattered its previous all-time high peak of 381.17 on November 23rd last, has now passed another benchmark, namely, 400. As we have previously stated, we do not believe that figures of this kind are more than psychological symbols. The economy has changed so radically in the past twenty-five years in almost every conceivable fashion that these symbols, expressed as they are in terms of paper dollars of fluctuating purchasing power, may for all intents and purposes be neglected. Investment judgments must be based on many factors, but the relationship to such figures as 381.17 and 400 are not among them.

1954 was a fabulous year in more ways than one. It made financial and economic history. It came in like a lamb but went out boldly like a lion. It will be remembered that 1953 had been a record year for U. S. economy in almost every way. But most observers were doubtful of 1954, claiming that stock prices would suffer further setbacks, although the 1953 low was seen on September 14th of that year with a Dow-Jones Industrial level of 255.49. In the Fall of 1953 many observers both here and abroad felt that there was a slump in prospect for the steel industry, and that the operating rate might drop to 70% or even lower. The price of steel scrap sagged with an over-supply more or less chronic. While the price of copper was holding up, a break which had long been in prospect was still nervously awaited. Other non-ferrous metals were weak. Inventories of almost all goods at all stages of production, already considered excessive, were still piling up. Railroad traffic was shrinking and since the earnings on railroad common stocks are subject to very considerable leverage, shares of this group were particularly heavy.

This column was nevertheless convinced that there was much biased thinking on the subject of the depression or recession widely scheduled for 1954. We reasoned that there were powerful ideological factors at work which investors needed to ignore. We had frequently referred to the millions of Communists in various countries on both sides of the Iron Curtain who as a matter of dogma felt that the collapse of capitalism was inevitable. They think a slump, or a dip, or even a period of hesitation in our business activity is not a normal adjustment but unmistakable evidence that rigor mortis, long expected, was finally setting in.

Few Americans realized the great strength of the apparatus by which this component of Marxist doctrine is diffused throughout the world. Among the prime objectives in the psychological warfare of the Kremlin against capitalism is the stimulation of any ordinary recession which may develop. To assist in this purpose, the propaganda machine sparked by Moscow belittles our accomplishments, impugns our motives and continually casts doubt on our future. We do not mean to imply that any one abroad who predicted a serious slump in the United States last year was a Communist, for that would be silly. Nevertheless, there were unwitting yet effective auxiliaries of the Soviets, who for reasons of their own hate or envy the American type of capitalism. Among such people are the Socialist thinkers in Western Europe who naturally have no faith in any free competitive economy, particularly our own. We have said this before in this column and we say it again.

A prominent Australian economist, Professor Colin Clark, attained considerable publicity about a year ago when he stated the case for a 1954 slump. In two articles in *The Manchester Guardian Weekly* in November 1953 he equated 1954 with 1930 insofar as the United States was concerned. Many professional economists and other observers hastened to climb on the Clark bandwagon but others stoutly refused to do so and their faith in the American economy has since been justified. Today the Dow-Jones Industrial Average has not only achieved a new high for all time, but is more than 100 points higher than the *1953 peak of 293.79*.

Most of those who were wearing blue glasses a year ago have exchanged them for rose colored ones. Oddly enough, in terms of the traditional yardstick such as the Federal Reserve Board Index of Production, the volume of capital expenditures, the magnitude of profits and the employment situation, American industry did actually experience a mild setback with some aggravated areas such as Detroit and other manufacturing centers. The decline was not as serious, for example, as that of 1949. While the final two months of 1954 showed steady improvement all along the line, the most striking reversal since Election Day in November was on the phychological front. The statistics of the business situation had at no time during late 1953 or in 1954 warranted the degree of gloom which existed. As a result we are today able to look back and realize that we were neither able to weep ourselves or let others weep us into a first class slump.

1955 is beginning on a hopeful note and should be a prosperous year but it will probably lack some of the spectacular aspects of 1954 since it is starting from a higher base. Last year the American investing public was over-conservative for many reasons, one of which was that the memory of the 1929-1933 period has not yet been erased. Some time during 1955 caution may conceivably be sidetracked, the pendulum might swing in the other direction and accordingly speculation may be overdone in some respects.

At this writing we are not in a boom, although the business indices are moving upward all along the line. There has been a noteworthy restoration of confidence in the steel, petroleum, non-ferrous metal and automobile groups. Christmas retail trade exceeded expectations. While railroad earnings are currently down from the high marks of 1953, railroad common stocks have been in active demand and improvement in earnings is expected shortly. Feverish energy and expansion has characterized such fields as electronics, atomic energy instrumentation, automation, air conditioning and, of course, uranium mining and processing. In an economy so widely diversified as ours, there may be some boomlets in various groups during 1955 with over-extension always a possibility.

A possible near-term bright spot may be the natural gas industry which is now in a state of chaos because of legal and regulatory snarls. If Congress should pass clarifying legislation there would be distinct benefit to almost every one concerned, including producers, consumers and investors.

Production and Labor Costs Required Study for Management

To prevent wasteful practices from creeping in and to meet increased competition, constant study of collective bargaining and production efficiency is necessary.

By Sidney Fish
Industrial Analyst

The return of vigorous competition during 1954 made it more necessary than ever for manufacturers to examine their labor costs carefully. Wasteful practices have crept in, either in the form of low productivity, excessive fringe benefits, overly generous rates of pay or poorly conceived incentive or piece work plans. These will have to be eliminated, to assure survival of the marginal producer and continued growth of other companies.

To the Southern manufacturer, this problem of making sure that labor is productive, and is doing a full day's work for a full day's pay is just as important as to the producer in other areas. The mere fact that in some Southern cities, labor rates are a little lower than in the North or the West represent no protection against the threat of increased business competition. In fact, the growth of competition has accentuated the need for maintaining efficiency in the South; for if competition in other areas spurs management in those places to effect economies in labor cost, it will be increasingly important for Southern producers to obtain the same or equal cost reductions, so that they can price their products competitively and retain their full share of the national market.

Too many employers today do not attempt to study their labor relations situation and learn their true costs—until competition rudely makes it known that something is wrong by taking business away from the inefficient producer. This is particularly true in a period of tight, competitive pricing such as the present.

Even if prices do not decline any further, the inability of employers to pass along new labor costs increases in the form of higher prices will probably make it vital to assure full labor productivity and efficiency. The laxness that came with inflation must be checked.

Too much attention has been paid to "pattern" settlements, arrived at in a few large plants or industries. It has never been feasible to apply those settlements rigidly and lavishly to the plants of smaller companies, or other industries.

Here are some of the labor relations areas which management will have to watch closely during 1955, to make sure that they are stopping leaks:

1. **Fair Day's Work for Fair Day's Pay:** Plants whose earnings have been hard hit by competition have had to examine work standards to see what can be done to obtain lower costs. In some cases, this has led to tightening up production. It need not be assumed that such laxness has arisen solely in plants organized by unions. In some cases, unorganized plants have found themselves saddled with totally uneconomic piecework rates or incentives and have had to make broad revisions in pay rates to stay in business. The most unwholesome situations, however, have been revealed in plants covered by union contracts. In the Studebaker plant, for example, pay cuts were negotiated to bring rates in line with those paid in other producers' plants. These cost reductions enabled Studebaker to effect price cuts and thus improve its competitive position.

2. **Fringe Benefits Loosely Administered:** Many employers who have a good idea of how their labor rates compare with rates in other plants have paid little attention to fringe benefit comparisons and their effect on costs in their own plants. For example, if a company that employs semi-skilled women workers raises vacation benefits to a three-weeks-for-ten-years' service basis, the impact on costs in such a plant will be much smaller than in a machine shop employing men with high-paid craft skills. Similarly, many companies have adopted the General Motors cost-of-living escalator clause, lock, stock and barrel, without realizing that it could be applied only to companies with the same labor rates. Where rates are lower, the General Motors formula results in a higher percentage of increase, every time that a rise in the cost of living pushes rates up.

3. **Pension Retirement Provisions May Cause Trouble:** Employers are discovering that when jobs become harder to find, optional compulsory retirement provisions may be attacked by younger workers. In two industries recently, employes have attempted to require retirement of workers at age 65 where the contract merely made retirement optional. Hence, employers must be on their guard lest new fringe benefits may result in high costs, resulting from a change in employe attitudes with regard to retirement, etc. These problems are likely to arise most frequently in plants which have been following pattern settlements too closely, and which have not been paying attention to special situations in their own business which may require an individual approach.

4. **Changes in Federal Laws Must Be Studied:** The requirements of the Walsh-Healey Public Contracts Act, or of the Wage and Hour Law, are poorly understood by many companies. Hence, large losses may occur. A company that has not followed the overtime provisions carefully, and has failed to keep good records, may find itself hit by costly punitive suits by employes who allege underpayments for work performed over 40 hours a week.

5. **Bargaining Results in Wide Differences:** The return to bargaining at the local company level has been attended by a wide range in settlements. While about half of the employers who raised wages in 1954 gave an increase of 5 cents an hour, there were wide variations from this formula, both downward and upward. Some plants not only gave no increase, but reduced wages, either through arbitrators' awards, or through other means. Decreases of as much as 25 cents were accepted, although these were the exceptional cases, just as increases of that amount were few and far between. At any rate, employers will have to bargain in 1955 without knowing what is "par for the course."

For the pattern settlement has become largely a thing of the past, except in its application to a few big industries like basic steel. The employer who talks to his employes about the facts of competitive business—who maintains good communications throughout the year, not merely at contract negotiation time—is likely to have the best success in bargaining firmly for labor productivity and wage rates that will permit him to grow and to offer steady employment.

There is a good chance that the auto industry's cost of living clause and its "annual improvement factor" of 5 cents an hour will be dropped in 1955. Employers who anticipate this development will

have to be prepared with realistic counter-offers. Productivity clauses, particularly, are likely to be viewed by employers with mistrust, because it is so hard to develop a formula to calculate gains in worker productivity on a plantwide basis and translate them into wage rises. Unions, too, are apparently planning to place roadblocks in the path of productivity by making it seem that "automation" is resulting in the disemployment of thousands of workers, forgetting that enlightened union leaders have admitted that mechanization, far from reducing the number of jobs, has always led to increased employment in the long run, by aiding the development of mass markets.

6. **Guaranteed Annual Wage:** Collective bargaining over the guaranteed annual wage is certain to result in much friction during 1955. Employers in the auto and electrical equipment industries, who expect an attempt by unions to get the guaranteed annual wage are reviewing their own positions in advance. In lieu of any outright guarantee, which is regarded as impractical, employers may suggest liberalization of sickness benefits, or other concessions in the fringe area, along the path followed during the last ten years.

7. **Merger of AFL and CIO to Create Problems:** The proposed merger of the AFL and CIO—if it goes through—is certain to create new problems for industry. For while the two union groups have grown to see eye to eye on most questions, the big change that may result is an intensification of the effort to "organize the unorganized" in the South. Several years ago, "Operation Dixie," as CIO called its postwar organizing drive in the South, did not result in much success for the CIO unions. But a new attempt is likely to be made.

A merger would also mean intensified political activity by the unions, particularly in regard to obtaining favorable Government intervention in strikes, revisions of the Taft-Hartley Act, etc.

8. **NLRB Rules Need Study:** The decisions of NLRB impose problems for management. Under one recent decision, a company cannot say "We cannot afford to pay more than 2 or 3 cents" without subjecting itself to a requirement by NLRB to open its books to the union and prove its case. In cases where the company pleads inability to pay on an economic basis, it may be called upon by the union to substantiate its case. Another NLRB decision—the Richfield Oil case—requires an employer to bargain with a union on a stock ownership plan for employes, even where the company virtually gives the stock away. This decision will certainly tend to discourage employe stock ownership plans.

9. **Management's Rights:** Unions are going to make determined efforts to invade management's rights to operate the business. Management will have to be careful to reserve those rights to itself, if only to assure continued efficiency. If necessary, grievances over management's policies may be taken to the grievance machinery, but management will have to continue to retain the right to make decisions quickly, without obtaining union consent or advice in advance.

Report on Locomotive 2300 Predicts Bright Future

The future of the coal-burning steam turbine locomotive is bright, the Norfolk and Western Railway's research and test engineer told the American Society of Mechanical Engineers recently.

N. & W.'s experimental locomotive 2300 after six months of exhaustive tests has handled the same or greater tonnages as present locomotives with fuel savings up to 30 per cent and only a small sacrifice in overall speed, I. N. Moseley said in a paper presented to the ASME national convention in New York.

Moseley backed his statements with statistics carefully collected as the engine that operating men call "Big Jawn" hauled daily tonnage trains between Roanoke, Va., Bluefield and Williamson in the mountainous West Virginia coal fields and western termini at Columbus and Cincinnati.

"It is very easy to fire, makes sufficient steam for maximum demands, is exceptionally responsive to load changes and can be fired with a clear stack at all steam demands," he said.

Moseley said that in over 19,000 miles of service "no major difficulties have been experienced with the locomotive." He listed minor troubles as a clogged stoker, broken steam connections, wrong-sized feed pump governor and difficulty with main turbine controls "all of which have been corrected."

He said that 2300's abilities "make it so attractive that it is imperative that further study be given to improvements of design that are apparent."

"Simplification of controls and elimination of some protective devices have already been found possible," he said, adding that "the first cost of locomotives of this type is not known at present."

"Jawn Henry" was compared with the N. & W.'s Y6b (2100 Road No. series) engines in mountainous districts and with Class A (1200 Road No. series) engines in flatter territory. An example of its comparison with the Y6b is the report of eastbound test from Bluefield to Roanoke. The new engine carried a maximum of 144 loaded coal hoppers with a train load of 13,073 tons and was given a tonnage rating of 11,500 tons. The rating for the Y6b is 10,300 tons. The turbine's dynamic braking system was of great benefit in negotiating two steep downhill sections on the division. With both locomotives handling their assigned tonnage rating on this run the "2300" hauled an average of 13.3% more tonnage, required 12.7% more running time and realized a fuel saving of 22.7%.

Eastbound from Portsmouth, Ohio to Williamson, W. Va. both the 2300 and Class A handled the railroad's maximum limit of 175 cars. The turbine was 11.8% slower in average running time but the average fuel cost was 29.9% lower.

Tests in both directions on other parts of the line had similar results: the new locomotive pulled as much or more tonnage than conventional engines, used less fuel but took slightly longer to make the runs.

Engine 2300 is now in pool service where its performance will be carefully watched.

See story Manufacturers Record, July, 1954.

The Jawn Henry, coal-burning steam turbine locomotive.

South's Progress Will Continue In 1955

1954—Review and Outlook—1955

The men who know the South best see 1955 as another record-shattering year in industrial and scientific progress. The Sinclair Weeks, Secretary of Commerce of the United States, reported that the outlook for 1955 is very good. The new year should be an even better year for the American people than 1954, Mr. Weeks stated. "Known facts justify temperate optimism. The state of the economy, the foreseeable outlook, sound, progressive leadership by government and strong public confidence are among the reasons why I believe," he stated, "we shall have a moderate upswing in business activity, to be reflected in high overall employment and a rise in the standard of living."

Throughout 1954 the South recorded a steady, upward movement. For the benefit of its readers, MANUFACTURERS RECORD has obtained the following statements from officials of the 16 Southern states who are closely associated with industrial development and planning. This, then, is their report.

Alabama's industrial picture in 1954 was one of outstanding progress. Sixty-five new industries started, or announced for Alabama in 46 different cities and in 27 counties, representing an investment of nearly 13 million dollars. They will employ about 3500 new workers, and although the total number of new industries for 1954 is slightly under the 1953 figure, investment is approximately the same, Thomas D. Russell, president of the Alabama State Chamber stated.

Expansion of existing industries and the utility, railroad and military expenditures for 1954 are ahead of the 1953 figure. Expanding industries in Alabama will invest more than $20 million in plants in 32 cities and 28 different counties, adding more than 4,000 new workers.

Major expansions occurred in metal fabricating, apparel and chemical lines, although the distribution among the industrial classifications was general and widespread. The expansions apply only to industries employing eight or more persons and exclude saw mills and planing mills. Growth of industrial facilities will continue throughout 1955, when already announced expansions and new plants are built and put into operation. Utilities, railroads and military expenditures announced would total more than $156,000,000, and will likely utilize some 6,000 new employees during construction.

Arkansas gained 54 new manufacturing and processing plants, and there were at least 43 substantial expansions to existing facilities in the state during 1954, C. Hamilton Moses, president of the Arkansas Economic Council-State Chamber of Commerce, announced. When the new plants and expanded facilities are in scheduled operation they will provide more new jobs than were gained in 1953, he stated. The 54 new plants involve a total investment of more than $11.7 million and will give employment to an additional 3,788 persons. The expansions totaling $9.4 million, will provide 2,030 jobs. Although started in 1954, a $20 million expansion of the Crossett Company's paper manufacturing facilities, is not included because it was listed a year ago.

Thus the total of 97 new manufacturing plants and expansions represents 5,818 new jobs and a capital investment of $21.1 million, Mr. Moses said. The new job total for 1953 was 5,723 as estimated last January.

In addition to these outlays, major utility firms operating in the state committed a total of $47.4 million to the expansion and improvement of their systems.

Arkansas's total population on July 1, 1954, showed a slight increase at 1,910,000 over the 1950 census date total of 1,909,511, Mr. Moses reported, but the business population was rising more rapidly. The state had approximately 40,000 firms in operation at the beginning of 1954, as compared with 24,200 in 1944, an increase of 65 per cent. There was a gain of 1,000 firms (2.6%) from 1953 to 1954 and incorporations were at a high level during the past year.

As of 1951, last year for which estimates on types of firms are available, Arkansas's business population was listed as follows: Contract construction, 2,100 firms; manufacturing, 2,900; wholesale trade, 2,200; retail trade, 18,700; service industries, 6,700; all other industries, 3,500; total, 36,000.

The AEC-SCC president said a spot check of 33 wholesale and retail firms in the Little Rock metropolitan area indicated that for 85% of the companies, 1954 business was as good or better than they had experienced in 1953. Only five firms reported a decline in volume for the year just ended and 30 of the 33 expected 1955 to be as good or better than 1954.

The general feeling of optimism expressed was a feature of the poll, along with the emphasis on promotion and selling effort made necessary by greatly intensified competition for business.

In the retail group, greatest strength appeared among department stores, variety lines, food, furniture and household appliances. Effects of last summer's drouth appeared spotty rather than general. Price cutting trimmed profits for a number of firms and "unstable sales policies" of some manufacturers were mentioned as unsettling, especially in hard good. Builders supplies sold well and a good year ahead is forecast. Auto dealers are particularly confident. Life insurance sales in central Arkansas were reported the highest on record in 1954.

Florida continued to ride the crest of a high wave of industrial growth in 1954. During the year more and more new industries located in every section of the state to produce tin cans, furniture, toys, precision instruments, pipe, machinery and countless other durable and non-durable products.

This growing number of new plants has been consistent in practically every industry with many industries registering a phenomenal rise in number of new plants.

In the field of communications equipment, for example, Florida had only 18 plants in 1952. During the following year and in 1954 the state gained 19 additional plants for an increase of 105 per cent in two years.

Similarly, the plastics industry in Florida showed a comparable increase in the number of plants, reporting 39 additional firms over the previous 36, or a gain of 108 per cent in two years.

Not to be outdone the jalousie industry recorded a 164 per cent gain during the same two years adding 95 plants to the previous 70 operating in Florida.

Propelled, as have most other industries, by the upsurge in population in Florida the number of concrete product plants has multiplied phenomenally during 1953 and 1954. This industry jumped from 262 plants to 582 for a 122 per cent gain since 1952. During these two years, when Florida was receiving a portion of the 707,000 additional residents that have entered the state since 1950, this industry profited from Florida's building boom which has set a record for each succeeding year. In 1954, for example,

(Continued on next page)

(Continued from page 25)

construction totaled $283,976,424 surpassing the previous high of $237,365,546 in 1953. These figures, moreover, do not include federal, state and municipal projects for which building permits are not required, nor building suburban and rural areas where permits are not needed.

Other industries in Florida showed similar increase in the number of new plants establishing during the last two years. The important pulp and paper industry, for example, continued to expand in size and number of plants.

The big news in this field during 1954 was the completion of the new $20,000,000 Buckeye Corporation cellulose plant late in the year. This giant facility will eventually employ over 1,000 persons and produce 100,000 tons of dissolving pulp annually.

Also in 1954 full-scale shipments of nylon filament yarn were begun from the first wholly integrated nylon yarn plant in the United States. This plant, Chemstrand Corporation's $90-million concern at Pensacola, employs 3,000 people and will produce approximately 50-million pounds of nylon yarn per year.

In the field of electronics a number of new projects were announced in 1954. Sperry Corporation, nationally-known electronics firm, reported negotiations had been completed and ground broken for the construction of a $700,000 plant at Gainesville for the manufacture of klystron tubes.

Another venture announced during the year was the large electronics research and development center planned by Carl W. Schutter, well-known radar-electronics expert of Lindhurst, Long Island.

Some just published figures from the U. S. Department of Labor show how rapidly Florida is forging ahead in manufacturing. These statistics disclose that during each month for the past 12 months, Florida has shown percentage gains in manufacturing employment as compared to the same month of the preceding year. For the same period, each other Southeastern state has shown a percentage loss compared to the same month of the preceding year. The same downward trend prevailed for the United States as a whole.

The coming year should bring about further expansion in the industries mentioned here. Furthermore, the apparel industry gives every indication that it will continue to grow and become an even more important link in Florida's economy.

The mining industry, too, led by phosphate and the new wonder metals titanium and uranium, points to a record production during 1955.

Georgia. By adding approximately 200 new industries in 1954, Georgia maintains her six-year average of industrial growth, says Nelson M. Shipp, secretary of the Georgia Department of Commerce.

A statewide survey, still in progress, has already listed 163 manufacturing and processing firms established during the year, and Shipp is confiddent that the final count will near the 200 mark that has been attained every year since 1948.

"We are including in our census only those firms which actually established in the past 12 months," he said. "We are not listing those that began construction in 1953 and started operation in 1954, nor are we counting expansions, of which there were many. This listing does not count service outlets, distribution and storage warehouses, and the like."

The census, Shipp explained, is preliminary to a new directory of Georgia industry being compiled by his department.

Analysis of the 163 new enterprises shows that 31 are food manufacturers and processors, 28 process metal, 26 manufacture apparel and 15 process lumber. Other categories are: paper and pulp 4, machinery 10, chemicals 12, furniture 11, rubber 2, minerals 5, leather 2, printing and publishing 3, textiles 7, ceramics 3, electrical machinery 2, transportation equipment 2.

Shipp called the variety of new industries heathful and expressed gratification as to their diversified location. They are distributed among 69 of the state's 159 counties, he said, and several of them are the first to establish in communities which hereto have been agricultural.

"Georgia has made more progress industrially since 1933 than in the entire two hundred years of her history up to that year," Shipp said. "Our transition from an agricultural stronghold to an industrial empire in the Southeast has been climaxed during the six-year administration of Gov. Herman Talmadge. Governor Talmadge was genuinely industry-conscious, and under his leadership the state took inventory of its resources, advertised them via every media possible, and co-ordinated every agency, official and private, to attract new capital and settlers. Under Governor Talmadge, the State Legislature revised the tax structure to make Georgia the most attractive state in the nation to industry.

"Governor-elect Marvin Griffin, who takes office in January, is equally interested in industry. In fact, he was elected on a get-more-industry platform. Georgia's industrial future today looks brighter than ever before."

Kentucky. The moderate decline which characterized 1954 business activity does not appear to have had an adverse effect on new industrial growth in Kentucky.

Preliminary survey results indicate that during calendar 1954 44 new manufacturing plants were announced in Kentucky. Capital investment in these new developments will run in excess of $25,000,000. Their combined employment when in full operation will run to an estimated 4,000 jobs. Manufacturing plant expansions during 1954 numbered 35, with an estimated capital investment of roughly $11,000,000. Electric utility expansions raised the total expansion figure to nearly $86,000,000.

The eight new chemical plants announced in Kentucky during 1954 led the list of new plants, when classified by major industrial category. Calvert City, where a new "chemical empire" is in the making, was chosen by General Aniline & Film for a new $6,000,000 installation. Air Reduction announced a new $3,000,000 plant, to be built alongside of the acetylene and calcium carbide operation of its National Carbide Division. Other blue chip chemical firms announcing new Kentucky plants during the year included DuPont and Devoe-Raynolds, at Louisville.

U. S. Steel chose Corbin, Kentucky, as the site for its new coal washing operation on which, during the latter part of the year, a construction contract of just under $8,000,000 was awarded.

As 1955 opened, personnel of industrial development organizations in Kentucky were optimistic with respect to the outlook for the year. In the judgment of industry sources, recent developments in the chemical field at Calvert City, Brandenburg, Henderson and Louisville are expected to continue the "chain reaction" impact they have had during the recent past on Kentucky's industrial growth.

On the basis of current contacts with industrial prospects, 1955 is expected to see a continuing interest in Kentucky locations on the part of companies in the electronics, electrical appliance, industrial machinery and equipment, and building materials fields. These contacts reveal that increased emphasis is being placed on serving industrial and consumer markets of both the Lake States and the Southeast from Kentucky locations.

Louisiana. The year 1954 saw a decided broadening in Louisiana's industrial economy. Figures of the state's official travel and industrial promotion agency, the Department of Commerce and Industry, show a marked rise in the value of new construction and expansion of existing facilities in the light metals, lumber and food industries.

Percentage-wise, investment in new and expanded facilities in the lumber and wood products industry was up 418% over 1953; investment in metal and allied products was up 1000% over the previous year; value of applications for new construction and expansions in the food industry were up 900% over 1953; capital invested in miscellaneous industrial development was more than double the amount invested during 1953.

Elmer D. Conner, executive director of the Department of Commerce and Industry, interprets these figures to mean an industrial trend that is expected to continue through 1955. "There has been a definite shift to a greater number of industries with a smaller capital outlay per plant during 1954 compared to 1953," Mr. Conner says.

This trend is also supported by figures tabulated under the State's Ten-Year Tax Exemption plan. Dollar-wise, the $150 million invested in industrial construction in 1954 was considerably below 1953's record high of $267 million, but

the total number of applications for new construction in 1954 was 121, as against 97 for 1953. (*It is important to note that* the $150 million figure does not represent all construction in the state during 1954, but only that portion covered by the tax exemption plan.)

Likewise, in the number of jobs created, 1954 stands up well alongside previous years, having created permanent employment for over 4500 Louisianians. During 1953, 5000 jobs were created and during 1952 over 5800 jobs were made available.

The Department of Commerce and Industry attributes a great deal of the small plant expansion to community development organizations in Louisiana. Upwards of a dozen of these local groups were formed in 1954. With technical aid from the department, these community organizations have embarked on vigorous campaigns designed to induce capital to invest in their area. No slackening of this effort is seen for 1955.

Maryland. The steady growth of industry in the Baltimore area since World War II continued throughout 1954 with a total announced investment in new industries and expansions of existing plants of $99,225,000.

During 1954 the Industrial Bureau announced 34 new industries in this area with total plant investment of $12,025,000, and an additional labor requirement of 1,025. There were 132 expansions of existing plants during the same period which represented an investment of $87,200,000, and required approximately 3,000 additional employees.

Industrial investment during 1954 was the third largest for any single year in the area's history, only exceeded in the two previous years. The combined industrial investment during the last three years totals $366,565,000, and since World War II has amounted to $705,752,000.

Seven of the 34 new industries announced were from out-of-town. These comprised 87.7% of the total invested in new industries. One new acquisition amounted to 83.1% of this investment total. These firms are engaged in the production of draperies, paper boxes, lithograph plates, chemicals, insecticides, cooperage and machinery, thus maintaining wide diversification.

Investment in the 34 new industries noted comprise 12.1% of all investment, which again emphasizes the fact that the outstanding characteristic of industrial growth in this area since World War II has been the expansions of existing industries rather than the acquisition of new industries.

During the year the trend continued toward the location of new plants on the city's outskirts; in instances, beyond its perimeter. This was especially true of existing plants located in the down-town area which desired an escape from congested traffic conditions and to provide room for future expansion.

Dwelling construction continued at an even faster rate than during last year, which set a new record. During the first eleven months of 1954 permits were issued for 15,059 dwelling units, which contrasts with 14,062 for the same months of 1953. This year's construction provided homes for about 53,000 individuals, counting three and one-half members to a family.

Mississippi moved a step closer to its goal of balancing agriculture with industry in 1954, a year-end check of industrial development by the Mississippi Agricultural and Industrial Board showed.

During the past 12 months Mississippi has witnessed the construction of 69 new or expanded plants or plans for them, three of the largest acquired during December.

Biggest expenditure by far will be made for a new refinery at Lumberton which will cost in the neighborhood of $10,000,000. Simultaneously, Houston and Meridian announced completed negotiations for two furniture plants, one to cost approximately $1,500,000 and the other in the neighborhood of $250,000.

The new refinery, to be built and operated by Pontiac Eastern Corporation in South Mississippi, will have a capacity of 12,000 barrels of Mississippi crude oil daily.

In addition to approximately $4,000,000 to be spent locally for construction, the new refinery will contribute about $1,000,000 annually in payrolls.

These 69 new or expanded operations represent an investment of $27,344,000, both private and through local financing under provisions of Mississippi's BAWI Law, which permits political subdivisions to vote bonds for sites and buildings for new industries or expansions.

Of the 69 industries, the number of new plants and the expansions for existing ones were divided 36 and 33 respectively. A total of five of the new plants were financed under provisions of the BAWI Law. Of the 34 expansions, eight were under provisions of this act.

The new or expanded industries in Mississippi last year mean that 6,660 industrial workers either have been employed or will be employed in these plants. Total additional payrolls will amount to $14,718,000, raising Mississippi's industrial payroll to an estimated $265,000,000 annually.

Missouri. While Missouri could not give us a complete picture of the state's industrial progress in 1954, in time for inclusion in this issue, we were provided with facts and figures that indicate that last year was a most satisfactory one industrially speaking. Estimates indicate 220 new and expanded manufacturing industries have spent over 100 million dollars in Missouri in 1954; over 6 million square feet of space were added, and over 5,000 new workers were employed. The annual wages added by the new plants and expansions exceeded over $14,000,000.

In the opinion of the Industrial Director of the Missouri Division of Resources and Development, the state will see approximately the same amount of growth in 1955, or a steady upward movement, as is found throughout the South.

North Carolina. Year-end announcement of General Electric's plans to locate a large outdoor lighting plant, employing 600 persons, in Hendersonville, climaxed an active year industrially in North Carolina.

As General Electric began construction of its new plant—its fourth in the Tar Heel State—Westinghouse stepped up operations in its newly completed $15,000,000 meter plant in Raleigh, and P. Lorillard began construction of a multi-million dollar Old Gold cigarette plant in Greensboro. This will bring the manufacture of all but one of the six leading brands of cigarettes to North Carolina and increase its position as world leader in production of tobacco products.

Textiles, in which North Carolina also leads the nation, began improvements during 1954 after their post-Korean war slump, and the year was marked by a major reshuffling headed by acquisitions by Burlington Mills, founded 31 years ago in North Carolina, to further diversify its operations and make it the largest textile organization in the world.

There was a revival in cottons and new emphasis on woolens in North Carolina during the year, but the spotlight was on synthetics. Du Pont went into full operation of its huge Dacron plant at Kinston, and American Enka added a Nylon operation to its vast rayon enterprise near Asheville.

Director Ben E. Douglas of the State Department of Conservation and Development announced that during the year 131 new industries located in North Carolina. Estimated value of these plants is $69,047,000, and they will employ approximately 11,451 workers with annual payroll of $28,219,000.

During 1954, Director Douglas said, 129 plants already located in North Carolina expanded their operations, accounting for new capital investment of approximately $43,193,000 and adding 5,366 jobs with annual payroll increase of about $12,672,000.

These 1954 figures compare with 239 new and expanded plants in 1953, valued at $61,609,000 and providing 16,264 new jobs.

The furniture industry, in which North Carolina leads the nation in the household and kitchen division, gained impetus during 1954, which was featured by a $465,000 addition to the Southern Furniture and Rug Exposition building in High Point, site of the semi-annual summer and winter Southern Furniture markets and the informal spring and autumn markets.

Oklahoma. Although complete reports are not in, estimates of industrial activity have been made by the Oklahoma Planning and Resources Board. During 1954, over 100 new industries were located in Oklahoma. This would represent approximately 3,000 employees. Capital invest-

(*Continued on next page*)

(*Continued from page 27*)

ment for new plants and plant expansion for the state is approximately $150 million. New industries locating in Oklahoma include such types as chemicals, metal fabrications, textiles and electronics.

With several large installations in Oklahoma expanding during 1954 and expansion plans announced for 1955, we are very optimistic at this time for developments that will take place during the coming year. As an example, the Douglas Aircraft Company has announced that they will increase their number of employees in Tulsa from their present figure of 9,000 to 12,000-14,000 during 1955.

A check with Chambers of Commerce, utility companies, railroads, and other industrial groups reveals that more prospects are showing interest in Oklahoma than at any previous period. It is expected that during 1955 Oklahoma will see its manufacturing employees total over 90,000. The present number is 84,700.

South Carolina. More than $70,000,000 was spent or allocated for industrial development in South Carolina during 1954, according to figures just released by S. W. Gable, acting director of the State Development Board.

The total is based on incomplete estimates from data in the Board's office and may change slightly when the final returns are in, Mr. Gable said.

The year substantially boosted the tremendous postwar industrial growth of the Palmetto State. Since 1945, approximately $932,000,000 has been spent in South Carolina for new plants or expansions of existing plants. This figure does not include the giant AEC installations near Aiken, estimated to cost one-and-a-half billions.

"One of the most encouraging features of the industrial year," he said, "was the healthy and substantial growth of our present industry. These plants spent or are spending about $56,000,000, greatly adding to their productive capacities and increasing payrolls by the millions."

Perhaps the most significant development in South Carolina during the year was the coming of the basic wool processing plants. Nichols & Company, Inc., Boston, worsted top manufacturers and the largest wool treatment concern in the country, has completed a $3,000,000 plant at Johnsonville in Florence County. Named the Wellman Combing Company, after Arthur O. Wellman, president, the plant has a capacity of 20,000,000 pounds annually, and will employ in excess of 250 persons.

Construction has started on a similar installation at Jamestown for Amedee Prouvost & Company of Roubaix, France, said to be the world's largest wool processors. The plant will be named the Santee River Wool Combing Company, after the stream on which it is located.

Both plants are intended as initial units, with plans projected for expansion to an 80,000,000 capacity each.

Governor James F. Byrnes has said of these developments that they "could be one of the most significant boosts to South Carolina's economy in half a century."

Tennessee's industrial growth last year continued at a rate about equal to that of the preceding year. While the total number of new plants and expansions by established manufacturers was somewhat lower than that reported in 1953, the dollar volume committed to the new plants and expansions was slightly higher.

Preliminary estimates made by the Tennessee Industrial & Agricultural Development Commission indicate that over $73-million was invested in expanding the state's industrial economy last year. This estimate includes all projects involving $25,000 or more in investment, but excludes commitments for such related activities as transportation, utilities, distribution and the like. The $73-million total investment represents expenditures made or planned by some 224 industries in 55 different cities and towns.

A large part of the industrial growth in the past year has taken place in Tennessee's four large cities—Chattanooga, Knoxville, Memphis and Nashville. The rate of growth experienced by the State over the past two years indicates that the tremendous tide of industrial expansion which occurred between 1949 and 1951 has begun to recede. Nonetheless, substantial growth in the coming year is anticipated, with one very large project due to be announced momentarily, and negotiations well advanced on a second major development. Both of these will involve large amounts of employment by nationally-known firms. The State Industrial & Agricultural Development Commission recognizes that the competition for new plants will be keen this year, and an accelerated campaign of promotion and advertising is under consideration for 1955.

Texas. Houston. Some improvements in local business activity in 1955 is indicated in a suurvey of top Texas economists and leading Houston area businessmen.

The survey, conducted by the Houston Chamber of Commerce research and statistics department, predicts Houston building permits will be about the same in 1955 as this year; no change in the level of dwelling units completed and non-residential contracts awarded; not much change in the total value of non-residential construction; little change in port tonnage; moderate increases in such indicators as automobile registrations, bank debits, department store sales, and non-residential consumption of natural gas; and a continuation of the strong upward trend in the non-residential consumption of electric power.

Dr. F. A. Buechel, director of research for the Houston Chamber, said he expects the slight increase in Houston's business activity to parallel the pattern of the national economy.

Virginia. Industrial growth in Virginia during 1954 has been steady throughout the year and occurred in almost all parts of the state. New plants in the process of construction or announced to be constructed within the next few months include manufacturing in such fields as food processing, hosiery, knitting, rubber products, safety razors, clothing, chemicals, electronic equipment, dental equipment, wood products and oil products.

Investments in new plants will run into many millions of dollars and new employment will run into the thousands.

In addition to new plants there have been numerous expansions in existing industry all over the state which has amounted to sizable increases in additional employment and investment. One interesting aspect has been the growth of the electrical and electronic equipment manufacturers.

Another interesting aspect has been the increasing growth of the oil industry in the Tidewater area of Virginia. At least three new bulk terminals have been announced for this area as well as an oil refinery and an oil drum manufacturer. As we go into 1955, the prospects for industrial growth and expansion in Virginia look equally as good as 1954. Much of the economic impact of the plants announced as under construction in 1954 will be felt in 1955.

West Virginia. During the period January 1 to December 1, 1954, at least 13 new industries came to West Virginia representing capital outlays totaling millions of dollars. Seven of these industries have located on industrially popular Ohio River sites—such companies as the Linde Air Products Company, the Kaiser Aluminum and Chemical Corporation and the Mobay Chemical Company. These have definitely enhanced West Virginia's claim of being the chemical center of the country.

In addition to these new industries, several other industries, great "blue chip" industries already established in the Mountain State, have undertaken gigantic expansion programs, spending many more millions of dollars in the process. The same can be said about our great utilities, which have added new units in various parts of the state and which have expanded existing ones.

In order to encourage new industry to locate in West Virginia, the State has retained a noted firm of experts to conduct an extensive survey of West Virginia's industrial potential, making West Virginia possibly the best factually equipped state in the nation to compete for shifting and new industry during 1955.

Estimates for 1955 industrial development indicate that new and expanded industrial facilities will top the $300 million mark. West Virginia's industrial future is glowing, and it glows with a fire of realism founded on industrial confidence and on a state which realizes and wants to meet the demands of industrial progress.

World's First Multi-Jet Seaplane Built at Baltimore

The world's first multi-jet seaplane was unveiled this month by the Navy and its manufacturer, Martin Aircraft.

Built for the Navy at Martin's Middle River plant, the big, swept-wing flying boat is designated the XP6M-1 and dubbed the SeaMaster.

As big as a commercial airliner and powered by four jet engines, the SeaMaster is in the over 600 mile-per-hour class of aircraft, officials announced. It cruises above 40,000 feet.

Its two primary missions are minelaying and photo-reconnaissance, but this water-based plane can perform other combat tasks, the announcement said.

The plane carries a crew of five. Its long, sleek and narrow hull ends in a gigantic "T"-shaped tail which towers at least three stories high. Its four Allison J-71 jet engines are equipped with afterburners, Company officials revealed, to give the craft additional speed and power.

The engines are mounted atop the sharply swept-back wings in such a manner they are easily accessible, even when the plane is afloat at sea, its manufacturers pointed out.

The SeaMaster, designed to remain in flight for long periods of time, can operate in high waves and in areas of the world where seaplanes have not frequently operated.

Its radical design and tremendous potentialities have made possible an entirely new concept in aerial warfare, according to reports from Martin officials and the Navy. They said the SeaMaster opens a new era in flying boat operations.

"For the first time, with the use of high speed waterbased aircraft, the means would be provided to operate in or near enemy waters independent of fixed installations or foreign bases," the Company announcement reported.

Thus, the SeaMaster will be able to make a runway out of five-sixths of the earth's surface—the open sea, rivers, lagoons and lakes.

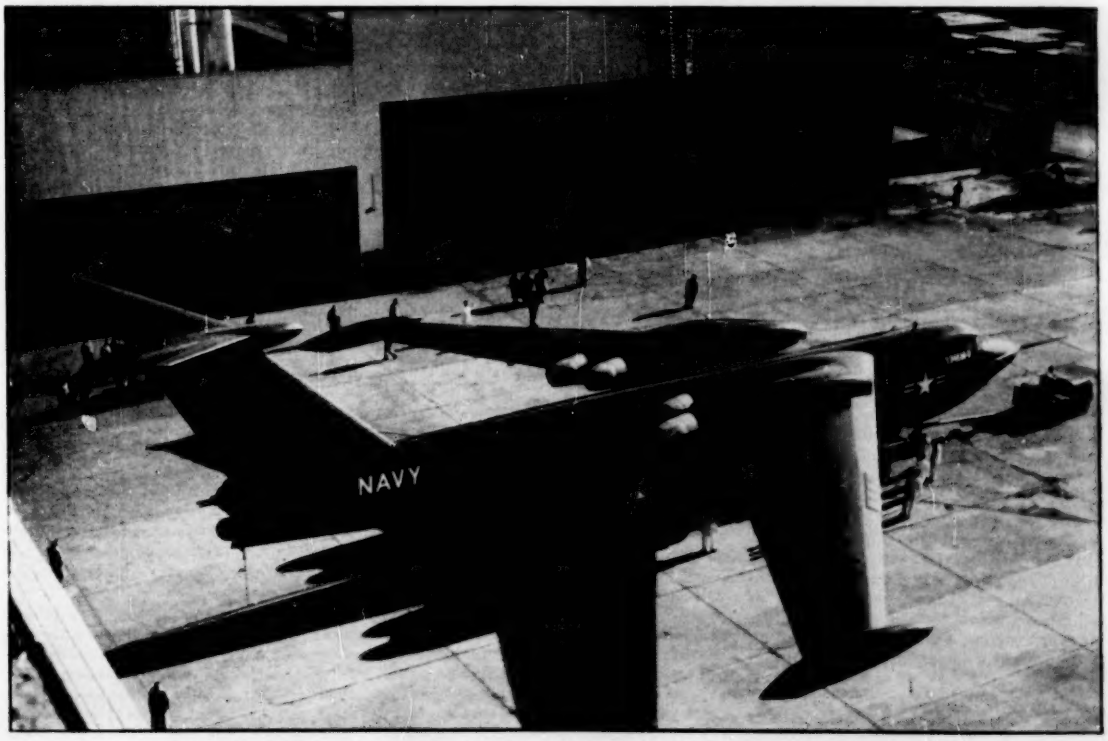
The SeaMaster will join the Navy's Seaplane Striking Force, a team which consists of support ships, tenders, tankers, ammunition ships, transportable docks and other servicing facilities for seaplanes which Martin is building for the Navy.

One of the SeaMaster's most outstanding features is its rotary mine door, a Martin development which permits the big flying boat to sow mines or drop charges while streaking along at speeds rivaling that of fighter planes. The door is self-sealing, making it watertight.

Martin, the Company announced, is already producing a portable dock for use in servicing while the plane is afloat. This, officials explained, eliminates beaching. The dock can be knocked down for storage aboard ship. It can also be transported by air.

Following is a short digest of recent statements by top Navy officials signifying the increasing importance with which the jet seaplane is viewed in future naval tactics.

1. Secretary of the Navy *Charles S. Thomas*, at a press conference in Los Angeles, 14 December 1954, said there is no reason why the United States cannot build jet seaplanes now "as large as we care to build them." To the question whether they can be built as large as the USAF B-52 intercontinental bomber he answered: "I don't see why not—with the oceans as landing fields."



The new XP6M-1 Seamaster has the sleek lines of a land bomber, yet is a flying boat.

The '55 Outlook in Congress

More Showmanship Than Action

By Larston D. Farrar*

THE first session of the Democratic-controlled 84th Congress, which begins its work during the first week of January, has been likened to a typical bride by Washington observers—it will have "something old, something new, something borrowed, and something blue."

For the "something old" it will have numerous committee chairmen, mostly from the South, who are known to the nation as men of integrity and conservatism, although not in every case. They will steer the Congressional craft, in effect, through the next two years. And while all of the chairmen are two years older than they were in the 82nd Congress, their hands still are steady and their eyes are undimmed, for the most part.

For the "something new," the Congress will have a sprinkling of what is jocularly known here as "one termites." These are the new legislators who come in during a change in voter sentiment and mostly are from close districts that change easily at the volatile will of John Q. Public. It is no reflection on them to say that many of them are sitting in this Congress for the first—and last—time in their lives. It is only stating a political reality. Some, of course, will last.

For the something borrowed, no one who follows the federal government closely has to be told. It is the money that the Congress will appropriate—a large share of it borrowed, and the borrowings are expected to get heavier before they diminish, if ever. In a certain sense, *all* the money Uncle Sam uses is borrowed, for the federal government now owes roughly four and a half times as much as it takes in during a fiscal year.

For the "something blue"—well, as it has been for years, it will be the woebegone taxpayer, the relatively little man who pays and pays and pays for government. John Q., or a good sprinkling of him, peers through the doors of Congress at every session. Generally, he is smiling—thousands of tourists to Capitol Hill do smile—but underneath there is a hint of pathos. Deep down, the taxpayer is blue, and some even say he is numb. He is likely to be even more blue after the 84th Congress has done its work.

The similitude to the bride's accessories also may be applied to the legislation that Congress will consider—some of it old, some new, some borrowed (from all sorts of people, too) and some will cause sponsors to be blue, if it fails to pass, and others to be blue if it does pass.

Possible legislation runs the gamut from that affecting ants (or other insects) to xylophones (or other musical instruments). There were more than 10,000 bills introduced in the Republican-controlled 83rd Congress and it seems likely that as many will be tossed into the Senate and House hoppers in this Congress. Congress may, or may not, act on a lot of the bills, but that is one of the reasons people watch it so closely—the legislative hand frequently is quicker than the public eye.

Although no one really knows, for events frequently dictate the course of Congressional action as much as the plans and designs of the actual leaders, it seems most likely that this Congress will get off to a very slow start, with sparse sessions, many committee meetings and long week-ends for a while, perhaps until late in the spring. There are as many kinds of Democrats as there are people, as we all know, and the party this year is faced with some particularly ticklish problems and situations as its leaders plan for a Presidential victory in '56. For this reason alone, the older (and wiser!) heads, such as that of Speaker of the House Sam Rayburn, will want time to figure things out.

These, and other factors, it is felt strongly here, will make for a strategy of showmanship, rather than action, at least during this year. The Democrats will do a lot of investigating, pass the appropriations bills, and spend much time propagandizing. The Republican executive branch, of course, also will be ladling out the propaganda, but it will be handicapped to some extent, for its legislative program will be dependent entirely upon the wishes of the Democratic leaders.

The Democratic Congress likely will make a show of action on many pieces of legislation important to particular pressure groups, such as labor, the farmer, and "consumer" groups. But it is more likely to defer action on these laws, this year, and to try to drive them through next year, which will be when the action is closest to the elections of November, 1956. No one realizes more than a politician how quickly the people forget whom to thank for this or that "benefit," so the Democrats will wait until the summer of '56 to pull out their legislative stops, it seems likely.

The principal legislation about which the Democrats will make the most noise in this session, although action is doubtful on all of them, are as follows:

1—A $1-an-hour minimum wage, which would be fought bitterly by many business interests in the South. It perhaps can be stopped for this year, but may be driven through in '56.

2—A rigid, 90- to 100-per cent-of-parity farm bill, which would put a guaranteed floor under prices received by farmers for their basic crops. This likely would be welcomed by many southern planters, if not most of them. It seems unlikely that the high-parity forces can get their majority this year, and, even if they were to pass such legislation, it likely would be vetoed. But a veto in '56 would be political dynamite, depending on circumstances at that time, and the high-parity forces may win then.

3—An increase in the personal income tax exemption from $600 to $750, or even higher. There are some Congressmen—a minority, but still some—who believe that the personal income tax exemption boost should be to $1,000, as it was in decades long gone. Incidentally, some Republican legislators in other years have plugged for this same objective, but they were discreetly silent last year when the tax revision debate was waxing the hottest and the Democrats were agitating for an increase in personal exemptions.

These are three projects to which the Democratic leadership is most-committed, insofar as it has committed itself at all. But these do not, by any means, represent the greatest bones-of-contention between the Democratic Congress and the Republican Executive Branch, or between and among members of Congress itself, regardless of party affiliation.

Congress will be asked to act early in the session on a large number of recommendations by the Hoover Commission, headed by former President Herbert Hoover, and many of its recommendations are expected to create headlines in the newspapers and fireworks on Capitol Hill. The Hoover group is expected to call for withdrawal of the federal government from a large and varied field of activities which impinge upon, conflict with, or compete with, private, taxpaying businesses

The business community generally will favor these recommendations. Businessmen, regardless of party, are opposed to federal activities which compete with them. They are not always opposed to such activities that compete with other businessmen, but the average businessman doesn't want any federal, city, or

Mr. Farrar has been a responsible observer of the Washington scene for several years. His articles appear in many leading business and financial publications, and he serves as Washington correspondent for several publishers.

state competition with his industry. As a result, the business group more or less will fight vigorously to get rid of federal competition, as the Hoover Commission is expected to recommend strongly.

Many Democrats, of course, are violently opposed to federal competition with business, with certain exceptions, depending upon the area. For example, Tennessee's Senators and Representatives are more or less solidly against any move by Uncle Sam to divest himself of the Tennessee Valley Authority. So are many Congressmen — Republicans and Democrats alike — who come from Far West states where the federal government has spent huge sums developing power projects.

These same Democrats and Republicans are opposed to Uncle Sam being in, let us say, competition with the blueprint industry, or with the truck gardeners, or the office supply business, but, for understandable political reasons, they oppose any attempt to get Uncle Sam out of the power business.

Incidentally, Gwilym A. Price, president of the Westinghouse Electric Company, who has sold plenty of equipment to Uncle Sam for public power projects, nevertheless recently said bluntly that he was against having the federal government in the power business. He indicated that he can see clearly that if private businesses, such as his, encourage federal ownership, although the business may be helped for a time, inexorably the federal government will become its only customer. And when a government becomes a business' only customer, it has a way of taking over that business, too, or competing with it, and running it out of business.

The Hoover Commission report, which will touch virtually every phase of the federal government, will receive, and likely will deserve, the support of the business community generally. But whether or not its recommendations will be followed is a horse of another color. Congress undoubtedly will follow many of the recommendations and go along with them, but, as noted, there are many diverse interests represented among the members of Congress, and it is likely that many of the best recommendations of the Hoover group will not be adopted, this year, at any rate.

This Congress, like so many others in recent years, will *not* come to grips with many of the problems connected with the huge federal subsidies that have become intertwined with private business in many ways. Many, if not most or all, of these subsidy arrangements are odious to the business community, but as Senator Harry F. Byrd (D.-Va.), chairman of the Joint Committee on Non-Essential Federal Expenditures, has pointed out more than once, the subsidies continue to grow. Frequently, the subsidies are camouflaged and are never even debated in the public forum, but they economically are just as costly to the federal government—and to the taxpayer—and work to kill economic freedom just as inexorably as the more apparent subsidies, which frequently are debated.

Congress will be urged—by its members and perhaps by some members of the Republican administration—to amend the Taft-Hartley Act, but action along this line is not any more likely this year than it was last year. The House Committee on Education and Labor will be headed by Representative Graham Barden (D.-N.C.) and he likely is no more willing to have the Taft-Hartley Law changed now than he was when he was chairman before. Senator Lister Hill (D.-Ala.), chairman of the Senate Labor Committee, is strongly pro-organized labor, and likely will press for action on Taft-Hartley changes. He is not liable to get very far — beyond his committee — but the issue will be kept alive, at any rate.

Actually, labor leaders didn't fare so well in the recent elections, and they know it. The number of open "pro-labor" Representatives was not increased measurably, despite the Democratic victory, and the number of "pro-labor" Senators is about as small as it has been for some years. This is not to say that, in the judgment of informed men, any Congressman is "anti-laboring man." But Congressmen generally feel that the public does not want labor leaders dictating the kind of legislation that should be written and passed, and the Congressmen are more or less independent of labor-leader influence. As long as the temper of the country remains as it is, regardless of the party in power, this situation likely will remain the same—and labor leaders will call in vain for repeal, or overhauling, of the Taft-Hartley legislation.

The battle on tariffs—which has become a perennial in Washington in recent years, due to one-year extensions of the Reciprocal Trade Agreements Act—is likely to be much hotter than usual this year. The forces in various industries—and the number of such industries is growing — interested in keeping out foreign materials made with low-paid labor is becoming more powerful all the time, in both parties. President Dwight D. Eisenhower's action in raising the tariff on jeweled watch bearings merely whetted the appetites of other groups that long have been feeling the effects of foreign competition in their own best market—right here at home.

The administration likely will ask—and get—a renewal of the Reciprocal Trade Agreements Act, but the battle to push it through will be more difficult to win this year than it has been in a long time. At the same time, you can expect to see more and more groups petition the Tariff Commission for relief under the "hardship clauses" of this act, for 1955 promises to be a year of great competition, internationally as well as on Main Street.

Perhaps as important to the South—and to the utilities industries generally—as these other questions will be the one relating to the Supreme Court decision in the famous Phillips case, in which the high court ruled that the Federal Power Commission must regulate natural gas gatherers and producers, as well as the transmission companies that carry the natural gas now into virtually every important area of the nation. This far-reaching decision, handed down last June, has thrown the natural gas producing and natural gas transmission industry into an uproar, and Congress likely this year will act to pass again the so-called Kerr Bill, which was passed in 1950 but vetoed by President Harry S. Truman.

This legislation would take the producers and gatherers out from under federal regulatory supervision, much to the relief of a majority of the Federal Power Commission itself, which had not sought the power. Congress likely *will* pass the old Kerr Bill, or legislation designed for the same results, but it will be over the objection of many politicians from Mid-West areas now served heavily by natural gas transmission companies. This opposition is due to the fact that natural gas rates have gone up in recent years and politicians have found that it's possible to get people excited about further increases in the price of this fuel, now used in millions of homes. It appears that the opposition to the Kerr Bill, or similar legislation, will be greater this year than it was several years ago—due, ironically, to the steady expansion of the natural gas industry, which is based in large part in the South and Southwest.

Another legislative-executive fight that will be watched closely, with great interest, by all in the business field, from the manufacturing level on through to the retailers, will be that which will revolve around what is termed "Fair Trade."

The Republican Executive Branch, particularly the Federal Trade Commission and the Department of Justice, is opposed to "Fair Trade," the latest federal law relating to which was passed in the 82nd Congress, the so-called MaGuire Act. Some 44 states also have enabling legislation. But, despite its seemingly solid legislative support, the Fair Trade law constantly is being attacked in the courts and by legal groups which maintain that it is a restraint of trade and free pricing. An advisory committee of the Department of Justice already has recommended that Congress, in effect, repeal the MaGuire Act, but the Congress likely will not do so. Meantime, the representatives of the chain stores, the large retailers (who claim that manufacturers pay only lip service to Fair Trade and make department stores the "goats" of distribution practices) and other interests will be fighting to get Congress to act against Fair Trade. This may become a battle royal, but the prospects are not as pressing as the publicity sometimes would indicate.

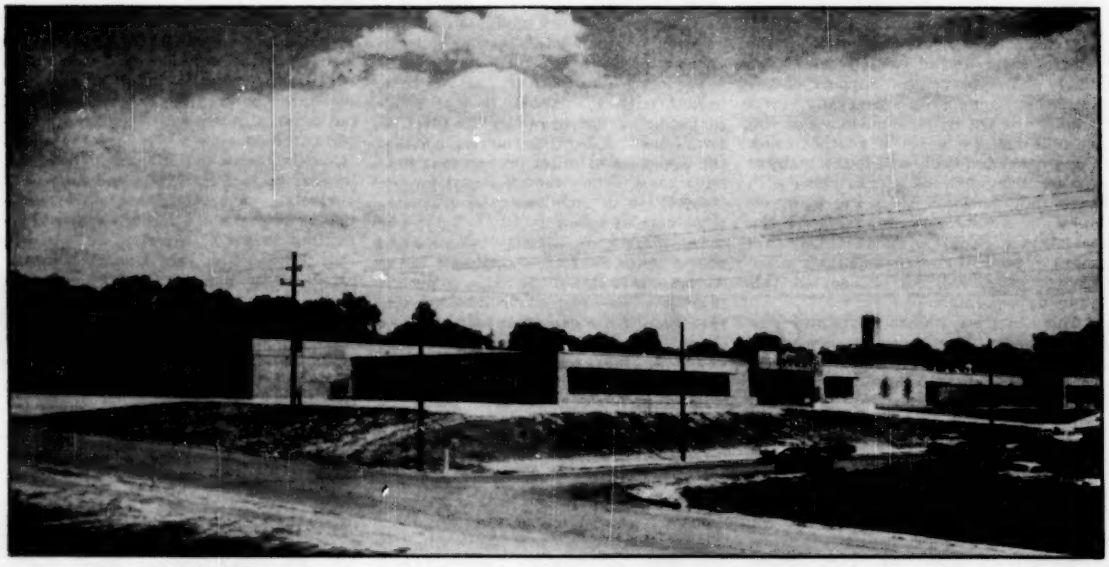
Do not look for any swift Congressional action in any direction, except that of investigations. The Democrats, who have won plenty of fame in other years for their investigations, are going to try to add to their luster this year—and they will concentrate on investigating such things as the Republican Dixon-Yates Contract, the "hard money" policies which they say the administration adopted, but later retracted, in 1953 and early 1954, and various other facets of administration behavior that seem to have displeased sizable numbers of voters.

Washington always is a political happy hunting ground. It will be even more so during 1955 and 1956, as the Democrats, which already have wrested control of the Congress from the Republicans, seek to put the administration to rout in the executive branch.

INDUSTRIAL

IN SOUTH CAROLINA

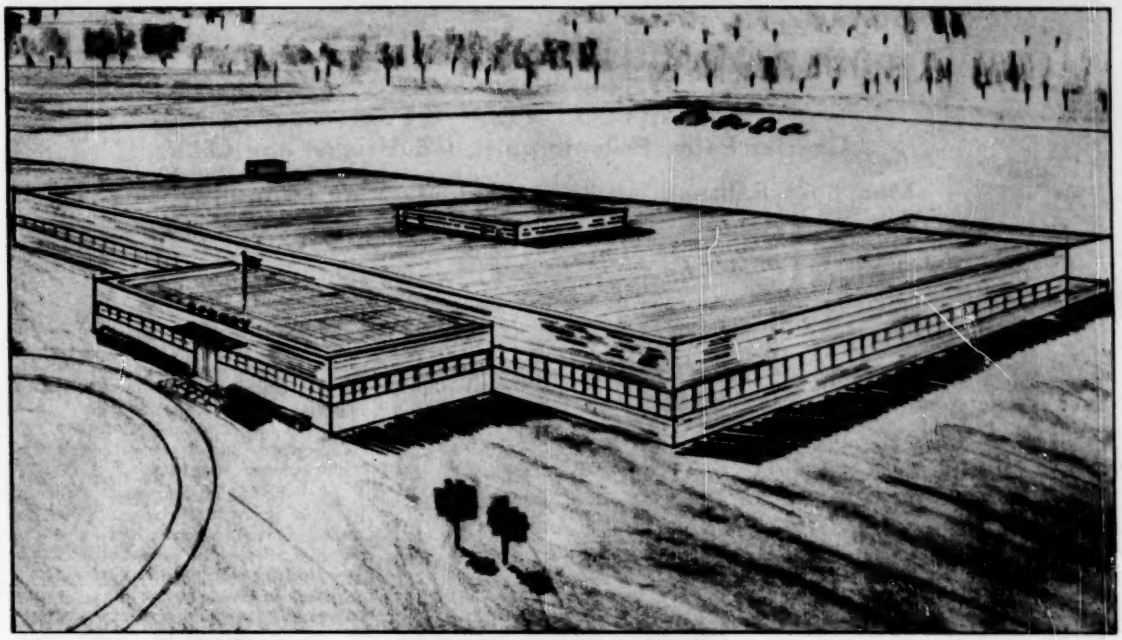
The huge Santee River Wool Combing Company being built at Jamestown by Daniel Construction Company. It will contain 155,000 square feet of floor space and will have an immediate capacity of 15,000,000 pounds of wool per year, and will be completely air-conditioned. Engineers are Lockwood Greene Inc.



IN GEORGIA

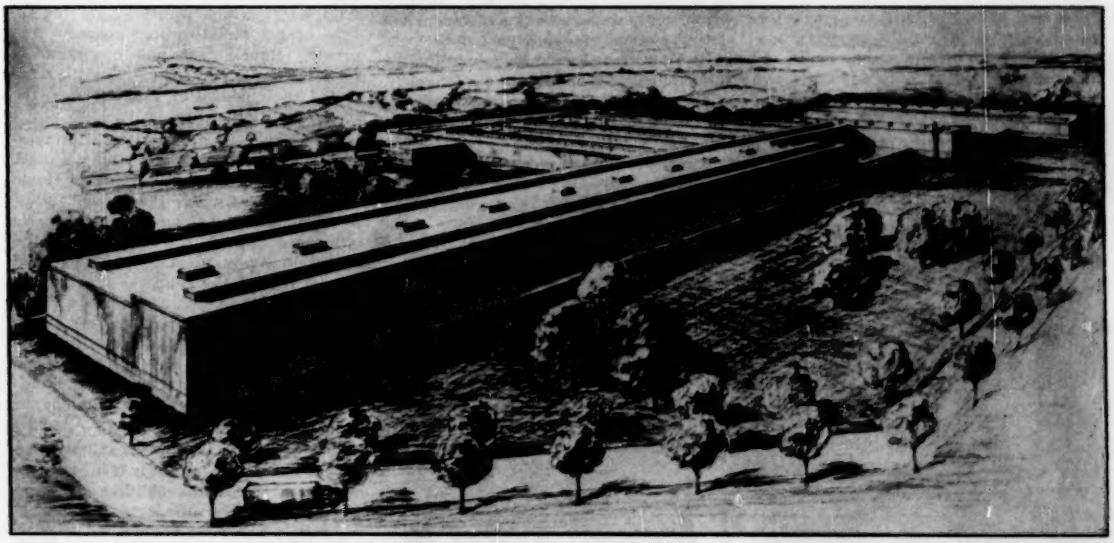
At Chamblee, near Atlanta, this new Southeastern sales division and processing laboratory of Eastman Kodak Company is now in operation. The modern one-story building contains 114,000 feet of floor space. Constructed by Henry C. Beck, Dallas and Atlanta builder. Architects were Armistead & Saggus, Atlanta.

EXPANSION



IN FLORIDA

Architects rendering of a new $600,000 facility to be built in Gainesville by the Sperry Corporation. This 60,000 square foot factory will be devoted to the development and production of electronic tubes. Ebaugh and Goethe of Gainesville are consulting engineers with John E. Pierson collaborating architect.



IN WEST VIRGINIA

Artist's conception of the aluminum sheet and foil plant to be built at Ravenswood, by Kaiser Aluminum and Chemical Corporation. This view shows how the plant will look as a fully integrated mill on completion of the first and second construction stages.

One Man's Dream Builds Sand Springs Industrial Empire

Charles Page, Philanthropist, Industrialist and Oil Man Built Railroad, Utilities and Industries To Insure Future of Orphans' Home and Widows' Colony.

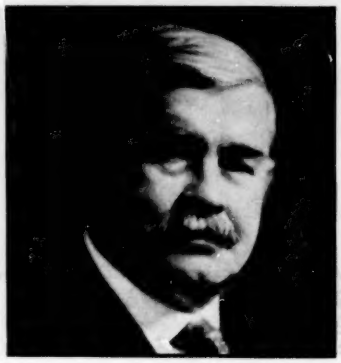
By J. Burr Gibbons

That cities are built by men was never more dramatically illustrated than in the industrial city of Sand Springs, Oklahoma, planned and built by the late Charles Page, oil man, industrialist and philanthropist, for a unique purpose . . . to insure the health, morals and education of orphaned children.

Being one of a family of eight children when his father died at Stevens Point, Wisconsin, shortly after the Civil War, Page, at the age of ten, faced many handicaps on the western frontier. But through confidence in himself, ingenuity and resourcefulness, Page overcame his difficulties to become one of the most colorful and successful business men in the Southwest.

Following his first job as messenger boy for the railroad at Stevens Point, he became a telegraph operator for the railroad and later served as chief of police and a Pinkerton detective.

Because of Page's initiative and determination to build a railroad, water system, electric light and power plant and natural gas system, approximately one hundred industrial and distributing firms are now located in the Sand Springs-Tulsa industrial area. What's more, they are buying millions of dollars worth of raw materials and farm crops produced in Oklahoma, furnishing steady employment to thousands of skilled mechanics and workmen, and supplying millions of dollars worth of basic products to the national and export markets of the world.



Charles Page

The problems which confronted his mother in maintaining her home, rearing and educating him and his seven brothers and sisters were the source of Page's inspiration and determination . . . to provide a home, education, security and future opportunities for other unfortunate widows and orphans.

Following several years of exploring in the field of oil in Michigan, lumber in Washington and Oregon, and mining in Colorado, Page was attracted to Tulsa following the discovery of oil in Indian Territory in 1904. After drilling a dozen "dry holes," the young pioneer industrialist and oil man finally hit the "jack pot" in the Taneha Oil Field between Tulsa and Sapulpa.

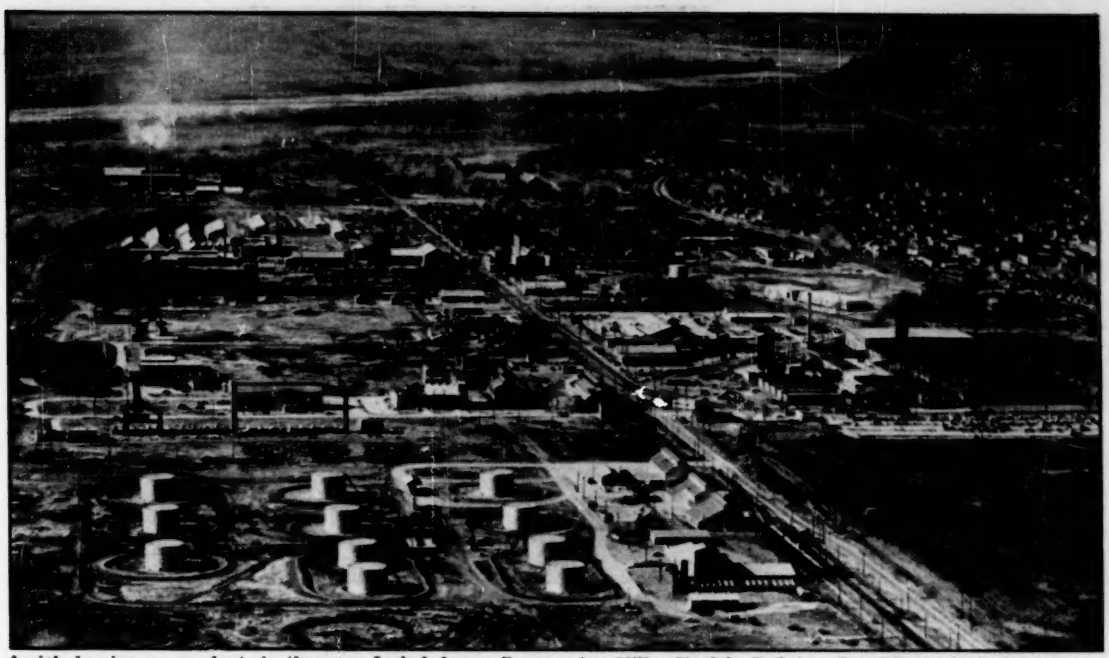
It was then that Charles Page gave serious thought to his plans to do something for less fortunate orphaned children and widowed mothers. But he did not want to build a fortune devoted to clipping coupons and cashing dividend checks. He wanted to establish an industrial estate which would insure the future of his philanthropic program and provide employment and opportunities for boys and girls as they grew up, completed their education and assumed the responsibilities of life.

So, after long and serious consideration, on his 48th birthday, June 2, 1908, Page established the Sand Springs Home on a farm near where the present industrial city of Sand Springs is located. He influenced Captain B. F. Breeding of the Salvation Army to resign his post and take charge of the Home. A few months later, when the Cross and Anchor Home for orphan children failed in Tulsa, Charles Page provided a home for some 25 more boys and girls at the Sand Springs Home, and erected a new building adequate to house and accommodate the children.

Page had visualized what might have happened in his own family if his mother had died. The eight children may be adopted by eight different families. If one family moved to Florida, another to Texas, another to California, New England, etc., in a few years the eight children may be scattered across the nation, deprived of association together and perhaps never to see each other again during their entire lifetimes.

Hence, the young philanthropist and humanitarian, exploring a new field, de-

Trustees of Sand Springs: l. to r. front, P. E. Estill, vice chairman; H. C. Jones; J. S. Babbitt, Sec'ty.; standing: T. H. Steffens, chairman; E. J. Doerner.



Aerial showing many plants in the area. Included are: Commander Mills, Sinclair Refining Co., Birmingham Steel, Rowland Co., Sheffield Steel, Kerr Glass and Public Service Co. of Oklahoma.

cided two basic requirements for adoptions by the Sand Springs Home . . . children must be absolute orphans with both parents dead, and they would have to be family groups of two or more brothers and/or sisters. Thus, the Sand Springs Home became a reality in a new exploratory field.

But getting back to Page's industrial development program. Page reviewed his broad experience and background information in the industrial field . . . his knowledge of natural resources, manufacturing opportunities, potential markets for both raw materials and manufactured products.

As an oil man, he realized the vast amount of broken, outworn and abandoned oil field machinery equipment and supplies, as well as farm equipment, rusting away in the field. He realized the growing market for steel products; the vast amount of cheap natural gas available in Sand Springs—only seven miles west of Tulsa—and the high class labor available in this growing community.

Failing to interest established, experienced glass indutry firms in the local supply of silica, glass sand, cheap natural gas and other raw materials, the Sand Springs industrialist built a small glass plant at Sand Springs. Thus, Page was beginning to accomplish his purpose and he established the Widows' Colony to supplement the Sand Springs Home for children. Today forty widows and their own children are occupying forty modern, comfortable cottages, where they pay no rent, electric, gas or water bills, and receive free milk supply. They are supplied nursery service for infant children when mothers are working, and any needed help on medical or hospital expense.

Page then considered the textile industry. With Oklahhoma and Texas producing so much of the nation's cotton, he concluded that a textile mill should be built at Sand Springs. In addition to supplying a market for Oklahoma cotton, the mill could provide employment for hundreds of workmen and furnish a market for local utility services, business for local merchants, etc. He was unable to interest leaders in the textile industry, so Page built a textile mill and hired experienced management to run the plant.

Then Page decided Sand Springs should have a steel plant, and he contacted several eastern steel companies without success. So he bowed his neck, built a steel plant and hired experienced key personnel to operate the plant.

This story could go on indefinitely, as Page's program of development went on through the years until his death on December 27, 1926. Since then, the program has been continued under the direction of a board of trustees created under the Charles Page estate.

But what became of these three major industrial plants? The steel plant is now owned and operated by the Sheffield Steel Corporation.

The textile plant, still owned by the Sand Springs Home, is now The Commander Mills. It was leased to Hesslein Company of New York and is the largest textile mill west of the Mississippi River.

The glass plant was purchased by the Kerr Glass Manufacturing Corporation, one of the largest fruit jar manufacturing plants in the nation.

In industrial development, as in other matters, one thing leads to another, and there has been a constant parade of new industrial plants created in the Sand Springs-Tulsa area. Many of them handle sub-contracts for other local manufacturers; some manufacture equipment and supplies used in local and national firms and in many export markets.

For example, the Kerr Glass Manufacturing Company is a large user of corrugated boxes for packing fruit jars and jelly glasses, so at Mr. Page's instigation, the Kerr company and the Iowa Fiber Box Company at Keokuk, Iowa, joined him and built the Southwest Box Company at Sand Springs, now operated as the Hoerner Boxes, Inc. Their products are widely used nationally.

And so the Sand Springs-Tulsa industrial district has continued to grow for the past 46 years, and one hundred industrial firms are served by the Sand Springs Railway which provides freight service to the several trunkline railroads at Tulsa.

And while Tulsa is the recognized "Oil Capital of the World," the Sand Springs-Tulsa industrial area is producing a wide variety of products "from A to Z" . . . from agricultural to zinc products.

Among the products made and processed in this area are: Textiles, Fruit Jars, Corrugated Boxes, Zinc Products, Steel, Electric Fixtures, Chemicals, Canned Foods, Janitor Supplies, Meat Products, Petroleum Products, Dog Food, Porcelain Enameled Steel, Paints and Varnishes, Building Materials, Fabricated Steel, Cattle Sprayers, Fire-Fighting Equipment, Oil Field and Pipe Line Equipment, Rock Wool Insulation, Anti-Corrosion Material, and many others.

Among the firms served by the Sand Springs Railway are the following: Commander Mills, Inc., Hoerner Boxes of Sand Springs, Inc., Kerr Glass Mfg. Corp., American Smelting and Refining Co.,

(Continued on next page)

(Continued from page 35)

Southwestern Porcelain Steel Corp., Pedrick Laboratories, Inc., Orbit Valve Co., National Tank Co., Frank Wheatley Pump and Valve Mfg., Lock Joint Pipe Co., General Paint Corp., American Steel and Wire Co., Bethlehem Steel Co., Lincoln Electric Co., Southwest Steel Corp., Standard Magnesium Corp., Standard Aluminum Co., Enardo Mfg. Co., Sheffield Steel Corp., The Boardman Co., Youngstown Steel Products Co., Mo-Vi, Inc., Boyles Galvanizing Co., Stanley Home Products Co., Santa Fe Engineering and Equipment Co., The Fibercast Corp., Federal Building Material Co., Graver Tank & Mfg. Co., Southwestern Ornamental Iron Works, Interstate Electric Co., Birmingham Steel Co., Rowland Co., Corrosion Services, Inc., C & S Chemical Co. and many others.

Farm crops, natural resources and raw materials available to local industry include cotton, corn, wheat, fruit, vegetables and livestock; crude oil and natural gas, lead and zinc, coal gypsum, glass sand, silica, limestone, timber, etc.

But industrial plants, providing employment and payrolls, markets for local utility services, and raw materials and freight for the railroad weren't enough. Employees and their families must have the benefits of schools and churches, parks and libraries, hospitals, banking facilities and other community services. So Charles Page established the Sand Springs State Bank, encouraged and aided citizens to establish educational, religious, recreational and cultural institutions. He also established a cemetery in the community where his body lies in the Page memorial tomb, built in his memory.

The Page Memorial Library and the Page Statue are located in the heart of the Sand Springs business district.

What Charles Page started is being actively carried on today, and Sand Springs now has a population of 15,000, with thousands of families living in the suburban areas paralleling the Sand Springs Railway and highways between Sand Springs and Tulsa.

Within a stone's throw of the Arkansas River stands the plant of the Sheffield Steel Co.

Today, industrial and wholesale concerns served by the Sand Springs Railway provide employment to more than 4,500 people, with annual payrolls totaling $18,000,000.00.

The Sand Springs-Tulsa area has the benefit of Spavinaw water from the Ozark region northeast of Tulsa; the largest supply of water enjoyed by any city in the Southwest.

Having served their primary purpose to secure industries, and to avoid any labor, political and other problems, the Sand Springs Home Interstate years ago sold the water system to the city and the electric power plant and gas system to Tulsa utility companies. They have greatly expanded their facilities to accommodate a constantly growing population and industrial need.

T. H. Steffens, chairman of the Sand Springs Home board of trustees, was with the Frisco railroad at St. Louis when Charles Page induced him to come to Tulsa in 1910 and supervise the construction of the Sand Springs Railway. He is president of the railroad. Other trustees are Paul E. Estill, vice president of the Sand Springs Home and Comptroller; J. S. Babbitt, president of the Sand Springs Townsite; and E. J. Doerner, head of the oil and legal departments. All were associated with Page for many years. The fifth trustee, Henry C. Jones, president of the Sand Springs State Bank, was formerly head of the U. S. Internal Revenue Bureau in Oklahoma. All trustees give full time to the Home Interests.

Left to right are Southwest Porcelain Steel Corp., Vigo Laboratories, Inc.; right top, Commander Mills; and upper left, Youngstown Sheet and Tube Co.

Get 100% On This Tax Quiz, Or Call Tax Advisor Now

You've got an extra month to file your 1954 personal tax return. But *not* for your business if it's a corporation. And the extra month won't help individuals who merely wait that much longer to get started.

There are literally thousands of technical changes in the revised law, and effective dates vary. If you aren't familiar with those that apply to you, both as a business man and as an individual taxpayer, you may be out of pocket, either by overpayment or because you slipped up on some requirement and became liable for assessments, interest and possible penalties.

Here's a little quiz game to help you take note of some of the important changes in the new law. Check each of these 10 short statements TRUE or FALSE. Then turn to p. 60 for the correct answers. Unless you're 100% perfect, you had better call on your tax adviser at once. (Perhaps you had better call on him anyway.) This quiz was prepared by the American Institute of Accountants, the national professional society of certified public accountants.

(Answers appear on p. 60)

1. You found a bargain in a used truck. It had been driven only 500 miles, and you expect it to last you some years. Under the new tax law, you can deduct your depreciation much faster than under the old law.

TRUE ☐ FALSE ☐

2. You're proud of the fact your 17-year-old son got a summer job and earned $1,000. But you are sorry he can no longer be claimed as a dependent since his earnings total more than $600 for the year.

TRUE ☐ FALSE ☐

3. You, your two brothers and your uncle have incorporated the family business. All of you would like to modernize your plant, but have hesitated to retain earnings to do so, because of the difficulty of proving the accumulation "reasonable" and because of the penalty tax levied if you did not succeed. Now under the new tax law, it will be easier to prove an accumulation reasonable.

TRUE ☐ FALSE ☐

4. You and five other men formed a corporation in the fall of 1954 (after enactment of the new tax law). There were organizational expenses of $5,000 incurred prior to the date of the charter. Since their useful life cannot be precisely determined until such time as the corporation may liquidate, these expenses cannot be amortized for tax purposes by the corporation.

TRUE ☐ FALSE ☐

5. You are sole proprietor of your business, married and have one child; this year your business has a profit of $40,000. If you report as an individual, making a joint return and taking three exemptions and the standard deduction, your profit (after tax of $13,036) will be $26,964. After living expenses of $12,220, you will have left $14,744. But now you can report as a corporation and have more money available than if you reported as an individual.

TRUE ☐ FALSE ☐

6. Two years ago your business was good, but since that time conditions in your area have deteriorated. This year you will probably sustain some loss. Of course you can carry your loss back a year, but you just broke even last year. You can also carry it forward, spreading the loss over five years. But there is no immediate relief for you.

TRUE ☐ FALSE ☐

7. Your firm believes it could increase profits by adding a new line. But several years of research are needed to perfect the product. Your directors feel the business can't afford the cost, since the expenses of research cannot be deducted from income before it is known whether the research is a success or failure.

TRUE ☐ FALSE ☐

8. You are a bachelor. Your father died last year leaving your mother to be supported by you. You feel she would be happier staying on in her old home, rather than coming to live with you. But since you are single, you will be denied the tax benefits available to a "head of a household."

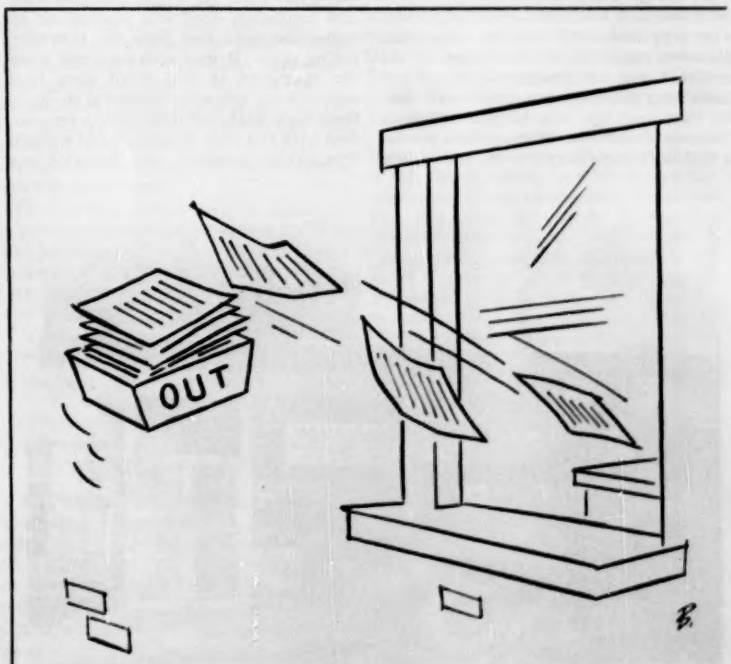
TRUE ☐ FALSE ☐

9. It has been an expensive year for you. You had some fancy dental work, your wife had an operation, your 17-year-old daughter caught an infection, and your grade-school son suffered a complicated fracture of his arm. Altogether you paid medical, dental and hospital bills totaling $10,000, and made an outlay of $500 for drugs and medicines. But fortunately you can deduct $9,700 of these expenses from your adjusted gross income of $20,000.

TRUE ☐ FALSE ☐

10. One of your employees dies this year leaving his wife with two small children to support. She has some income of her own and the firm will pay his full salary to her for this year and next. But her income after taxes will be lower for now she will be filing a separate return and not a joint one.

TRUE ☐ FALSE ☐



Atlanta Do-It-Yourself Firm Expands At A Remarkable Pace

The rapid expansion of the Do-It-Yourself market throughout the United States is being capitalized on by a firm in Atlanta, Georgia, that started only three years ago. The Do-It-Yourself part of the firm is an out-growth of a company that started in 1946, when Mr. Dillard Munford, now the company president, returned from the armed forces. The company formed at that time was for the sole purpose of manufacturing rock wool insulation. The venture was capitalized through Mr. Munford's savings and the investments of twelve locally prominent men, none of whom are active in the business. The total capital raised at the time was $20,000.

At the start of manufacturing, the firm produced rock wool insulation for a period and was successful for the operation. However, competition from some of the national gypsum companies almost put the young firm out of business until 1948. At that time, the firm started installing their own insulation product. This proved a highly successful operation, and in 1949 the now expanding company added the installation of asphalt tile, weather stripping and caulking to their contracting business.

The contracting operation was successful, and in 1953 they were the largest contractor on insulation, asphalt tile, weather stripping and caulking in the South, according to the founder, their volume being well over one million dollars. In the year 1952, the Munford Stores, Inc., which are a wholly-owned subsidiary of the Munford Co., Inc., was started for the operation of one Do-It-Yourself store.

This store was started principally to serve as an outlet for materials which were left over from the floor covering and insulation contracts, as well as an outlet for insulation from the manufacturing plant. It was soon apparent from the operation of this retail store that people were not only interested in doing their own work, but that they were content with left-over materials, but wanted first quality products, and the price was not a handicap. In the first year of the operation of this Do-It-Yourself store, the company expanded to five other stores. These stores were in progress and about this time one of the supervisory personnel of a large chain auto accessory store approached the owner with the idea of opening an associate store. This was approved, and after its first year of operation, the store and its owner-manager, was making, roughly, $1,000 a month from his store, and at the same time showing steady growth.

Since then, the firm has opened seven associate stores in Greenville, S. C., making twelve stores in the organization. Definite commitments have already been reached for the thirteenth store in Columbia, S. C., the fourteenth at Richmond, Va., and tentative commitments for associate stores at Anniston, Ala., and Nashville, Tenn. The company plans to open its own store in Charlotte, N. C., as soon as final plans are drawn. The owner states that the firm itself is a little bit amazed at the quick turn in business, and while the usual volume is maintained in the manufacturing and contracting business, a good portion of the director's efforts are now devoted to the new stores.

Mr. Munford estimates that this year the stores will do over half a million dollars. A little over two years ago the firm's salesmen were telling people how mysterious it was to install asphalt tile and insulation, and that the Munford Company was the only one who had the real clue to this mystery. Now, with the success of the new stores, it is a well known fact that anyone can install asphalt tile and insulation as well as hundreds of other items which had formerly been craftsmen's work.

To assist the customer, the firm goes so far as to have prominently displayed in all of its stores a sign which states that they guarantee the customer's work, and if the customer is not fully satisfied with the completed job, the company will refund the full value of the materials used. This is one of the most unusual guarantees in the retailing business, and puts something of a burden on the store personnel to furnish complete instructions and not to sell material which is not applicable to the job. With this policy in mind, the refunds have been almost negligible and, as in any business, satisfied customers are the best salesmen.

The president does not attempt to set goals for the year of 1955. However, he states that the expansion of company-owned stores will be restricted only to the amount of capital which is available to invest in these stores. He estimates the organization is sufficient to handle several other associate stores, as well as company stores. From inquiries which are received daily, he hopes to open at least one store a month.

One, in a rapidly growing chain of Do-It-Yourself stores.

Strive for new ways to spread the benefits and ownership of our industrial democracy and to give everyone a greater sense of participation and accomplishment.

PORT ACTIVITY

ALABAMA

Alabama State Docks and Terminals handled 374,929 tons of traffic in October. This was slightly above the tonnage for September (one per cent) but 33 per cent below that of October 1953.

Inbound traffic through the State Docks totaled 289,599 tons in October, an amount 7 per cent below that of September and 41 per cent below that of October a year ago. Products of mines continued to account for the largest share (84 per cent) of the incoming traffic. Manufactures and miscellaneous products made up 14 per cent of the total while products of agriculture, animal products, and products of forests accounted for only fractional percentages.

Outbound shipments during October through state facilities amounted to 85,330 tons, 42 per cent above September and 25 per cent above October of last year. Exports were principally manufactures and miscellaneous products (66 per cent of total exports), products of mines (21 per cent), products of forests (12 per cent), and fractional percentages for products of agriculture and animal products.

Foreign Trade Conference.—Clarence Randall, special economic advisor to President Eisenhower and chairman of the board of Inland Steel Corporation, has accepted an invitation to speak at the Alabama Foreign Trade Conference to be held in Mobile on Feb. 10 and 11, J. P. Turner, general manager of the Alabama State Docks and secretary for the conference, announced.

Randall, who directed work on the now-famous Randall Committee Report is considered by many as the outstanding authority in America on foreign trade policy. In a verbal confirmation of his acceptance of the invitation to speak at the foreign trade meeting. Randall said only a direct call from President Eisenhower would prevent his being available.

The foreign trade expert is scheduled to make only three such speeches in the United States this year — one already delivered at San Francisco, one to be given in New York, and the keynote speech in Mobile.

The Alabama Foreign Trade Conference is sponsored by three state organizations — The Alabama State Docks Board, The Alabama Polytechnic Institute and The University of Alabama. The meeting is designed to emphasize the stake Alabama has in successful relations with foreign nations as well as the importance of Alabama's participation in world trade.

Mobile

Cuban service inaugurated. — A visitor from Mobile, breakfasting in Cuba, might find his morning breakfast rolls very much like the breakfast rolls he customarily butters back home in Mobile. This is no coincidence. Most likely those rolls did come from Mobile. Taking advantage of direct sailings from the Port of Mobile, one of the larger bakeries in Mobile finds he can expand his markets into the large neighboring Caribbean cities. The inauguration of dependable scheduled sailings by Garcia Line to Havana will enable this baker to ship his perishable rolls, bread and pastries to Cuba without delay.

The Cuban service from the Port of Mobile rounds out dependable service to major trade markets of the world. Scheduled to depart for Havana in December, this month's sailing is included in the consolidated sailing schedule and all future sailings will be included in the consolidated list, as well as the separate schedule which is available to interested shippers on request.

Though this service may be especially beneficial to exporters of foodstuffs, it is also important to the exporters of a wide range of products in Mobile's trade territory. Accompanying the breakfast rolls will be such items as kraft paper, cans of paint, drums of rosin, alum, canned goods, pulpboard and machinery.

FLORIDA

Port Everglades

New warehouse completed. — The Wilson & Toomer Fertilizer Co., whose home office is in Jacksonville, is completing an 80 x 180' warehouse at Port Everglades at shipside adjacent to its mixing plant on Slip One.

The warehouse will be used for storing bagged fertilizer and fertilizer products.

Wilson & Toomer purchased the lease for the Port Everglades operation from the Gulf Fertilizer Co. 14 months ago, and have stepped up their water movement considerably.

Much of their material comes into Port Everglades via barge on the Intracoastal Waterway, and by rail. They distribute in the South Florida agricultural area.

New berths for three ships.—The new berthing facility was completed December 15 and will provide additional berths for three large ships. It cost $550,000 to construct in Slip Three.

Work on this new facility was started March 15, 1954, and consists of 1,530 feet of steel bulkheading with a concrete cap. Slip Three has already been dredged to the Port's over-all project depth of 35 feet.

Jacksonville

Dixon director AAPA. — M. C. Dixon, general manager of Jacksonville's Municipal Docks and Terminals, was elected a director of the American Association of Port Authorities at the AAPA convention in San Francisco. It is the second time he has served on this board composed of the leading experts in the terminal operating field.

Dixon has managed the local terminals for most of the post-war period during which the facilities have been considerably enlarged and modernized. Renovated Pier 3 is hailed as a model in pier construction with concrete surfaced decks, two marginal and two depressed tracks extending the length of the pier between warehouses.

Port Captain named. — Lt. Comdr. M. T. Duncan, USCG, was recently assigned the full-time duties as captain of the port for Jacksonville and immediately set into operation a series of programs designed to tighten security procedures in the port and improve safeguards against disastrous fires along the waterfront.

Increased personnel was assigned to add to the regular harbor and entrance picket patrol. Port security cards will be rechecked and stations assigned for manning in case of emergency. The Coast Guard Reserve unit at Jacksonville has been strengthened to develop a force capable of manning the many security posts immediately in case of war.

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PORT ACTIVITY

(*Continued from page 39*)

Value of incoming vessels to port analyzed. — The average freighter entering port to discharge and load general cargo brings an extra cargo of over $85,000 in wages and extra business, more than two thirds of it for the inland carriers who transport the goods to interior plants and warehouses, according to a compilation by E. L. Bouchelle, a past president of the Jacksonville Propeller Club and Foreign Trade Council.

Bouchelle's estimate does not include the value of cargoes nor the cost of extensive repairs when vessels enter the two major shipyards.

Bouchelle's complete breakdown of expenses follows:

Pilotage: $275. For a Liberty ship, pilotage fees run around $6 per foot of draft. The estimate was based on a 29 foot draft entering port and a 20 foot draft departing. This money is paid to the Pilots Association, which employs eight pilots, two boats, two pilot stations, and several other employes.

Towage: $300. Based on a net registered tonnage of 4,360-tons, and a Liberty ship using tugs for docking, undocking, and making one shift in port.

Agents: $200. There are several shipping agents in the city who make arrangements for ships to enter, load, sail, etc., and take care of the shore business of the vessels.

Water: $75. After several weeks at sea, a ship may take on as much as 250 tons of water, at 30 cents a ton. A water boat is maintained to supply those ships which do not take on water at the docks.

Provisions and Stores: $5,000. This money is spent among the ship chandlery stores.

Stevedores and longshoremen: $7,500. This estimate is based on the employment of 150 men to load and unload ships.

Customs: $289. This fee is set by the Federal Government and helps pay for local customs inspections and overtime of the inspectors.

Repairs: $3,000. This estimate is based on minor work needed after a sea voyage. Actually, a ship may spend up to $100,000 or more for work in local yards. As an average, about 200 men are employed for work on each ship entering the repair yards.

Terminal dues and handling charges: $10,200. The stevedore labor removes cargo from the ships and puts cargo aboard.

Railroad Freights and Switching: $54,000. This figure comprises more than half of the average revenue from ship handling here. The estimate is based on movement of 180 to 200 bales of cotton at $300 per carload from points spread over southeastern states.

Laundry: $100. This figure is for cleaning of a month's supply of ship's laundry.

Crew Payroll: $3,500. Each of the 40-odd men aboard a Liberty ship draw pay before landing. Ashore, it was estimated they spend $2,000 for clothes and personal supplies, $1,000 for amusements, and $500 for notions.

Fuel: $3,200. This figure assumes 1,500 barrels of oil taken on at a cost of $2.05 per barrel.

Guard Service: $175.

Night Relief: $300. For local men who stand watches aboard ships while crewmen go ashore.

"Oh Well, Nothing Ventured, Nothing Gained."

GEORGIA

Savannah

R. W. Groves Cited by Queen—Queen Juliana of the Netherlands has appointed Robert Walker Groves of Savannah, chairman of the board of Strachan Shipping Company, a Commander in the Order of Orange Nassau.

The appointment was made public by E. L. Hechtermans, Netherlands Consul General at New Orleans, during a reception given by J. F. van Hengel, honorary counselor of the Netherlands Embassy in Washington and former managing director of the Steamship Company Nederland, at the Oglethorpe Club in Savannah.

Strachan operates the general cargo terminal facilities and warehouses at Commodores Point Terminal in Jacksonville. It has recently leased the pre-cooling plant facilities at Municipal Docks and Terminals in order to make the plant available to Florida citrus exporters to Europe during the coming season.

Through its affiliate, South Atlantic Steamship Line, Strachan provides regularly scheduled American flag steamer service from Jacksonville and other South Atlantic ports to Western Europe and the United Kingdom.

Port Study Initiated—Work is to begin immediately on a model study of the Savannah River Harbor by the U. S Corps of Engineers at the corps' experiment station in Vicksburg, Miss.

Chief of Engineers, Gen. Samuel S. Sturgis, Jr., had agreed to initiate the project at once, with an initial outlay of $100,000, and this was conveyed to W. H. McGowan, executive director of the Savannah District Authority, by Sen. Richard B. Russell (Dem., Ga.) and Congressman Preston (Dem., Ga.). Mr. McGowan has worked ceaselessly with a special committee of Savannahians who visited Washington several times in the effort to get the project started.

He said the Chief of Engineers' decision was of utmost importance to Savannah. The model study should provide a guide for further planning of the harbor as the port expands, and should result in reduced maintenance costs.

Congressman Preston stated that the study should point the way to arrangements for a faster flow of water, thus eliminating shoals, and should cut the distance from the harbor to the sea.

The special committee on the model project was composed of Eugene K. Mereditch, of South Atlantic Steamship Line, D. Leon Williams, director of the Georgia Ports Authority, Comdr. Frank W. Spen-

cer, president of the Atlantic Towing Co., and Donald Stewart, prominent accountant.

LOUISIANA

New Orleans

Director of Port Appointed—Mr. W. B. Fox, President of the Board of Commissioners of the Port of New Orleans, has announced that, at a special meeting of the Board, it had created the new office of Director of the Port, and had elected Mr. W. J. Amoss to this post. Mr. Amoss assumed his duties on January 1, and his salary was fixed on the basis of Thirty Thousand Dollars a year.

Mr. Amoss is a life-long resident of this City and for the last two years has been president of Valentine Pulp and Paper Company, Inc., with offices in the Whitney Bank Building. Prior to his association with that company and the other allied Valentine Sugar interests, Mr. Amoss was vice-president of the New Orleans Public Service, Inc. Mr. Amoss, who is 55 years old, resides at 1571 Henry Clay Ave.

The duties and functions of the Director of the Port, in general, Mr. Fox explained, will be, as the top executive officer, to have the overall management and direction of the affairs of the Port, including the public relations program of the Board, locally, nationally and internationally. It is expected that he will relieve the president and other Commissioners of many of the duties that have heretofore devolved upon them, so that they will have more time and opportunity to apply themselves to the establishment, interpretation and enforcement of the policies that are of paramount importance in furthering the progress and prosperity of this great Port.

Grain Elevator Truck Facilities Planned—Plans for truck facilities at the Grain Elevator are nearing completion, it was announced by E. H. Lockenberg, general manager, Port of New Orleans.

The trucking industry has doubled in size during the past ten years and new developments indicate even greater gains in the future.

Monthly deliveries to and from the New Orleans waterfront by Class I motor carriers have increased 300 to 400 per cent over 1940, Lockenberg said. The growth of motor freight traffic at the Port of New Orleans is one of the important economic developments of the port. The expanding motor freight industry is firmly established in the commercial pattern and it shares an important function, along with railroads and barge lines, of moving freight into and out of the port. The unprecedented growth of truck operations at the port stems from the rapid expansion of New Orleans as a world port and industrial center. Demands made on the port facilities for handling truck traffic are steadily increasing with the rising volume of freight tonnage handled through the port, and the Board of Commissioners of the Port of New Orleans in their present expansion program are providing adequate facilities for these needs.

Maj. Gen. S. D. Sturgis, Jr., Chief of Engineers, U. S. Army; Wm. R. Bowdoin, Chairman of the Georgia Ports Authority; Brig. Gen. C. G. Holle; and D. Leon Williams, Director of Ports Authority.

MARYLAND

Baltimore

Second Place Position Maintained—Baltimore's combined export and import commerce in the first seven months of 1954 totaled 9,792,498 long tons, and was second only to that of New York which handled 18,169,241 tons in the same period, figures published by the Bureau of the Census disclose. Philadelphia ranked third during the seven months with 8,684,911 tons and was followed by Norfolk with 5,042,100 tons, New Orleans with 4,570,045 tons, Portland, Maine, with 4,476,295 tons and Paulsboro, New Jersey, with 3,840,582 tons.

The Port also maintained its second position in import volume alone during the January-July period with 7,751,383 tons. New York led the nation in this category of overseas commerce with 14,995,938 tons, while Philadelphia was third with 7,677,901 tons of imports. Portland, Maine, handled 4,450,580 tons of this traffic, Paulsboro, New Jersey, 3,744,286 tons, Mobile 2,963,215 tons, Boston 2,251,161 tons, New Orleans, 2,243,213 tons and Marcus Hook, Pennsylvania, 2,239,956 tons.

Norfolk led all other seaports in export shipments with 4,007,590 tons. New York in second place with 3,173,303 tons was followed by Newport News with 2,961,697 tons, New Orleans with 2,326,832 tons, Baltimore with 2,041,115 tons and Houston with 1,968,125 tons.

Largest Number of Scheduled General Cargo Sailings—During December, the 90 shipping lines operating regular service in the foreign and domestic trades at Baltimore had 307 advertised sailings to 256 ports. The 79 overseas lines alone had 222 scheduled sailings to 236 foreign destinations in practically all parts of the world. The five coastwise companies listed 72 sailings to 12 Atlantic and Gulf ports during the month, while the six intercoastal operators had 13 sailings to eight principal ports on the Pacific Coast.

NORTH CAROLINA

Morehead City

New Tonnage Record Set—North Carolina State Terminals at Morehead City set a new tonnage record for the year. More than 600,000 tons of commercial and military cargo was handled by the end of the year, making 1954 a record tonnage year for Morehead City.

Col. Richard S. Marr, Executive Director of the N. C. State Ports Authority, also said, "The tonnage handled during the month of November reached 70,000 tons, and this amount was exceeded only by the high tonnage figures of February, this year, when 80,000 tons were handled.

"The major portion of this record tonnage was made up by commercial cargoes, such as tobacco being shipped to Germany and France, sugar from Cuba, fertilizer from Europe, petroleum products that consisted of gasoline, fuel oil, jet fuel, banker C oil and asphalt products. These petroleum products were shipped in from Venezuela and texas.

"The total tonnage of commercial cargoes handled to date at the State Terminal is over 340,465 tons, and with

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PORT ACTIVITY

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planned shipments of tobacco to leave this month, this total tonnage will be vastly increased."

Wilmington

Tremendous Tonnage Increase—Shipping progress continues its steadily increasing growth at the North Carolina State Docks at Wilmington. According to Colonel Richard S. Marr, Executive Director of the North Carolina State Ports Authority, the tonnage handled for the month of December will exceed 20,000 tons. This tonnage was made up of paper pulp from North Carolina, burlap and monkeys from India, scrap steel for foreign export, and other general cargo items for import and export.

"The tonnage for this month certainly indicates progress for this port," said Col. Marr, "when these tonnage figures are compared with those of December of last year, when only 1,491 tons were handled." He also said, "Although records show that this time of year has always been a slow season for shipping, our business information sources indicate that our progress will continue into the next year, and we do anticipate increasing tonnages as the months go by."

SOUTH CAROLINA

Charleston

Cuba Trade Increases — Justo Oscar Herrero, Cuban consular agent at Charleston, told the Charleston Propeller Club that the port has now surpassed Boston, Savannah and others in the amount of its business with Cuba.

Mr. Herrero said that Charleston's export trade with Cuba last year amounted to $12 million. He predicted an increasing use of Charleston for exports to Cuba because of its handling facilities and the cooperation shown by merchants, forwarders and shipping men.

New Terminal — A deep-water, "L" shaped pier extending 250 feet from the shore with a 50-foot long marginal face will be built at North Charleston by the Phillips Petroleum Co., on a recently acquired site for storage facilities, according to an application filed with the U. S. District Engineer at Charleston.

VIRGINIA

Norfolk

Port Chairman Elected—Crawford S. Rogers, president of the Norfolk Shipbuilding and Drydock Corporation, has been elected chairman of the Norfolk Port Authority and chosen Norfolk's "First Citizen" for 1954.

Mr. Rogers long has been a leader in civic affairs. Just two months ago, he was named president of the Tidewater Virginia Development Council, a joint endeavor of Norfolk area municipalities to attract additional industry.

Mr. Rogers joined the small Smith-McCoy shipyard in 1916 and "did all the clerical work in the office." After 10 years he was named general manager of the firm, which then had become the Norfolk Shipbuilding and Drydock Corporation. Rogers caused considerable comment during the depression years when, while most firms were cutting salaries, Norfolk Shipbuilding raised salaries 10% because, as Rogers says, "the company was interested in the men."

Holding office in innumerable community organizations, Norfolk's "First Citizen" says he is able to serve in so many capacities because he never takes his worries and problems home with him.

New Caribbean Service—A Port of Norfolk-importing-exporting firm is going into the steamship business to serve shippers and manufacturers in the Norfolk hinterland with regular monthly service to and from Caribbean ports.

Captain Harold B. Adams, president of the Virginia Trading and Shipping Corporation, Norfolk, notes that a void has existed in steamship service between Virginia ports and some Caribbean countries such as the Dominican Republic. The new service will have bulk cement as its basic northbound cargo, leaving the southbound voyage open for goods and products from this area.

The new service will include stops at Cuba, Haiti, Dominican Republic and when business warrants, Colombia. The itinerary will be on a 35-day cycle initially, but the firm expects to step up the schedule to every 15 days in the spring, when an additional vessel may be added to accommodate coffee shipments northbound from Colombia to Norfolk.

The vessel chartered by Virginia Trading and Shipping for the new steamship service is not actually a steamship at all; it's the trim German motor vessel "Hornum," a 2100-ton Diesel electric. Adams, a seagoing Captain of longstanding, praises the German merchant ship highly. Adams was at sea for 38 years before he formed the import-export firm a year ago. Adams was with the American-Hawaiian Steamship Company and later was master of the Isbrandtsen Line's famous "Flying Arrow" for a number of years.

Upward Trend Predicted— Michael M. Mora, general manager of the Norfolk Port Authority, predicts that the Port of Norfolk will continue to show its upward trend in 1955—in tonnage, in diversification of cargo and in addition of new facilities and services. He also has reported that Norfolk's foreign trade tonnage for the first six months of 1954 was 7% above the 1953 January-June figures, despite a big drop in imports of residual fuel oil, which ordinarily accounts for a high percentage of Norfolk import tonnage. Port observers predict that figures for the second half of 1954 will show a continuance of the upward trend.

Steamship service hit a new high in 1954. Hampton Roads is linked with 286 ports of the world in 95 foreign countries. A total of 333 steamship lines list permanent agency representation at Hampton Roads, 88 of which offer *consistent general caro service*. The service to 286 ports represents an increase of nearly 30%.

Crawford S. Rogers, Norfolk's "First Citizen" for 1954, and newly elected chairman of the Norfolk Port Authority.

SOUTHERNERS AT WORK

Ford, Bacon & Davis Names Two To Top Executive Posts

Ford, Bacon & Davis, Inc., engineers-constructors, with offices in New York, Chicago, Los Angeles, Monroe, La., and Toronto, have announced that Charles C. Whittelsey has been advanced to the position of Executive Vice President, having formerly been Vice President in charge of the firm's construction activities. He will also continue as Executive Vice President of the firm's subsidiary, Ford, Bacon & Davis Construction Corporation, with headquarters at Monroe, Louisiana.

William B. Poor becomes Vice President and Manager of the Construction Department of Ford, Bacon & Davis, Inc. He has also been elected a Director of the firm, as well as a Director of the Construction Corporation.

Born in Birmingham, Alabama, Mr. Whittelsey attended Washington University in St. Louis and the Missouri School of Mines. He has had active charge of the engineering and construction of many of the large-scale projects handled by the firm, such as the extensive facilities at Texas City, Texas, of Carbide and Carbon Chemicals Corporation; part of the Atomic Energy Project at Oak Ridge, Tennessee; the country's first and one of the largest plants for producing synthetic rubber at Institute, West Virginia; the Natchez, Miss., wallboard plant of Johns-Manville; and the ammonia, methanol, and nitroparaffin plants of Commercial Solvents at Sterlington, La. His experience in the oil and gas business dates back to 1926 when he joined the firm to work on the construction of the Interstate Natural Gas Company's line from Monroe, Louisiana, to New Orleans. Since that time he has been continuously active in the firm's oil and gas work, which includes many of the major pipe line projects in the United States and Canada.

Mr. Poor was born in Weymouth, Massachusetts, and received his Bachelor of Science degree in Mining Engineering from Ohio State University. Prior to joining the firm in 1948, he was Chief Engineer of Tennessee Gas Transmission Company and for many years was associated with United Gas Pipe Line Company. He has had charge of the construction of many long-distance, high-pressure natural gas pipe line systems.

New Assignments for Two At Solvay's W. Va. Plant

New assignments for William E. Dugan, Jr., and Raymond C. Baxter were announced recently by Solvay Process Division, Allied Chemical & Dye Corp.

Mr. Dugan is named senior assistant plant manager of the chlorine-caustic soda chlorinated methane operations at Solvay's Moundsville, W. Va., plant. Appointed assistant chief engineer by Solvay Process Division, Mr. Baxter succeeds Mr. Dugan in that post.

A graduate of Carnegie Institute of Technology, Mr. Dugan was first employed by Solvay as a senior engineer in 1946. He was appointed principal engineer in 1951 and assistant chief engineer in 1953.

Mr. Baxter, a graduate of Cornell University, began working for Solvay in 1941 while a student and became a Junior Engineer at Syracuse in 1946. He has since held the positions of senior engineer and principal engineer.

Wheland Company Appoints Oliver Assistant to President

John Oliver has joined the staff of the Wheland Company, Chattanooga, Tennessee, as special assisant to Gordon P. Street, president. He was formerly general manager of the Tennessee Valley Authority.

Oliver's primary interest will be in the continually expanding oil field activities of the company and in the development of new markets and products for the concern. Wheland's three plants are presently engaged in the production of grey

John Oliver

iron castings for the automotive industry, the design and fabrication of complete sawmill and rotary drilling equipment and the production of 75 and 90 mm cannons for national defense.

He was with the TVA from 1942 until he resigned to join Wheland's staff, and rose steadily in the organization to become general manager in 1951.

Alabama Power Announces Executive Personnel Changes

Thomas W. Martin, chairman, and L. M. Smith, president, of Alabama Power Company have announced a number of executive advancements and reassignments effective January 1, 1955. They are brought about by the retirement on that date of E. W. Robinson, vice president and general manager, after 31 years of service. At the request of the Company he will be retained as a consultant to the Engineering and Construction Department, especially in the prompt development of the Company's projects on the Coosa and the Warrior Rivers.

Two executive vice presidents have been appointed.

Walter Bouldin, financial vice president since 1952, a native of Alabama, will become the executive vice president to whom the Treasury, Sales and Claims Departments will report. Mr. Bouldin, a graduate of the University of Alabama and Harvard Law School, was connected with the law firm of Martin, Turner, Blakey and Bouldin from 1935 to 1952. During this time he was closely associated with the Company's corporate and legal affairs.

H. Neely Henry, who has been vice president in charge of employee relations since September 1952, will become the executive vice president to whom the Employee Relations, Land, Purchasing, Traffic and Office Buildings Departments, and the manager of electric operations will report. Mr. Henry, a native of Alabama, is a graduate of Virginia Military Institute. He has been with Alabama Power Company since 1924, beginning as office engineer. He has been district superintendent, district manager, vice president and manager of the Industrial Development department and assistant to the general manager.

The newly created post of manager of electric operations will be filled by R. L. Harris, who has been manager of production since September 1951. The Production and the Transmission and Distribution Departments will report to him.

C. T. Brasfield, Jr., becomes executive engineer. A native of Mississippi, and a graduate of Georgia School of Technology, he was employed as a junior engineer in 1924.

J. A. Keene, who has been superintendent of production since September 1951, will succeed Mr. Harris as manager of production.

A. E. Burnett, a native of Alabama, advances to the post of manager—employee relations.

M. E. Wiggins is a native of Alabama and received his business training at the Albany Business College. His new re-

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Southerners

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sponsibilities include supervision of the Payroll, Tax and Insurance Departments.

W. W. Eberhardt will fill the newly created post of assistant manager of production.

Richard Bowron, Jr., is named assistant to Walter Bouldin.

R. H. Copeland, who has been Superintendent of the Gadsden Steam Plant, will become superintendent of steam generation, reporting to the manager of production.

W. R. Garnett, Birmingham, who has been supervisor of hydro plants, will become superintendent of hydro generation, reporting to the manager of production.

C. C. Jones, Birmingham, who has been senior engineer—system operation, will become superintendent of system operation, reporting to the manager of production.

B. R. Wall, who has been superintendent of Barry Steam Plant, will become superintendent of Gorgas Steam Plants.

C. E. Fowler, who has been superintendent of Chickasaw Steam Plant, will become superintendent of Barry Steam Plant.

A. Z. Robinson, who has been assistant superintendent of Chickasaw Steam Plant, will become superintendent of Chickasaw Steam Plant.

F. L. Clayton, who has been assistant superintendent of Gorgas Steam Plants, will become superintendent of Gadsden Steam Plant.

Frisco Railway Announces Two New Executive Posts

A series of changes in the executive department of the St. Louis-San Francisco (Frisco) Railway were announced.

In the shifts, J. E. Gilliland, assistant to the president in charge of development, will become assistant vice president in charge of traffic; H. A. Baker, assistant to the president at Memphis, Tenn., will succeed Gilliland, and P. J. Schmitz, superintendent of the Frisco's northern division at Ft. Scott, Kans., will succeed Baker.

At the same time, the creation of a new post was announced: D. E. McKeithen, traffic manager at Chicago, will become assistant to the president at Kansas City, Mo. C. A. Bergmann, traffic manager at Pittsburgh, will succeed McKeithen and H. H. Knuth, general agent at Buffalo, N. Y., will succeed Bergmann. All of the appointments are effective immediately.

Gilliland entered railroad service in 1923 as office boy for the Sante Fe. He held various clerical and stenographic positions with that railroad and in 1929 went to the Missouri Pacific. In 1942 he became trainmaster for the St. Louis Terminal Railroad Association and in 1946 was named president of the Alabama, Tennessee and Northern Railroad. After the AT&N became a subsidiary of the Frisco, Gilliland was appointed executive general agent of the Frisco in January, 1950. He was named assistant to the president in charge of development in July, 1950.

Mississippi Manufacturers Elect Huth Association President

George A. Huth, president of Mississippi Products, Inc., Jackson, was elected president of the Mississippi Manufacturers Association at its annual convention at the Edgewater Gulf hotel.

Huth's election to the presidency of MMA follows a long record of outstanding work devoted to helping build Mississippi. In addition to being president of one of the state's largest industries,

G. A. Huth

Huth has served MMA as first vice-president and membership committee chairman. He is state director for the National Association of Manufacturers and is chairman of the Industrial committee, Jackson Chamber of Commerce.

Other officers elected to serve one-year terms with Huth were:

D. P. Granberry, Laurel Oil and Fertilizer Company, Laurel, first vice-president; L. B. Pitts, Great Southern Box Company, Jackson, second vice-president; John Osberg, Rockwell Manufacturing Company, Tupelo, secretary-treasurer; and John Gregg, Jackson, executive director.

Ten of the present members of the MMA Board of Directors will continue to serve for an additional year. They include:

James Ballard, Charles H. Phillips Company, Gulfport; D. P. Granberry, Laurel Oil and Fertilizer Company, Laurel; Jameson C. Jones, Corinth Machinery Company, Corinth; J. T. Liddle, Gulf States Creosoting Company, Hattiesburg; A. B. Marchant, Johns-Manville Corporation, Natchez; Charles McCollum, Rice-Stix, Inc., Houston; Maurice Seay, R. G. LeTourneau, Inc., Vicksburg; G. H. Soulé, Soulé Steam Feed Works, Meridian; Olin C. Taylor, Baxter Laboratories, Cleveland, and F. R. Iler, Blue Bell, Inc., Tupelo.

Eleven new directors were elected for two-year terms. Those include:

R. H. Busby, McComb Manufacturing Co., McComb; D. D. Williams, Armstrong Tire and Rubber Co., Natchez; Rush Bowman, Oliver Iron and Steel, Corinth; John Osberg, Rockwell Manufacturing Co., Tupelo; W. R. Guest, Ingalls Shipbuilding Corp., Pascagoula; L. C. Hall, Hercules Powder Co., Hattiesburg; Pete Deweese, A. Deweese Lumber Co., Philadelphia; G. A. Huth, Mississippi Products, Inc., Jackson; Donald J. Gray, Masonite Corp., Laurel; L. B. Pitts, Great Southern Box Co., Jackson, and John Lake, Grenada Industries, Grenada.

Commercial Credit Announces Top Management Changes

At the Regular Meeting of the Board of Directors of Commercial Credit Company held in Baltimore on December 30, 1954, it was announced that Mr. Alexander E. Duncan, Chairman of the Board, had requested that he be relieved of his responsibilities as Chairman of the Board and Chief Executive of the Company and that he be elected "Founder Chairman" as second in authority. Mr. Duncan also recommended that Mr. E. C. Wareheim, President, be elected Chairman of the Board and Chief Executive and that Mr. Edmund L. Grimes be elected President. Bylaws were amended to provide for the new office and Mr. Duncan was unanimously elected "Founder Chairman." Mr. Wareheim was elected Chairman of the Board and Mr. Grimes was elected President, all effective immediately.

Mr. Duncan founded Commercial Credit Company in June 1912, was its first President and has served as Chairman of the Board continuously since 1916.

Mr. Wareheim is one of the original five employees of the Company, serving successively as Assistant Treasurer, Treasurer, Vice President, Executive Vice President and as President since 1948.

Mr. Edmund L. Grimes came with Commercial Credit Company in 1944 as Controller. He thereafter was elected Vice President and served as an Executive Vice President since 1950 and a Director since 1951.

Mr. A. W. D. Carlson who came with Commercial Credit Company as an Assistant Vice President in 1947 was elected a Vice President. Mr. Carlson is in charge of the Investment Portfolio of the Company and its Subsidiaries.

Edgcomb Steel Names Ritter Asst. General Sales Manager

Charles Ritter has been selected by Edgcomb Steel Company, Philadelphia, Pa., for the newly created position of Assistant to the General Manager of Sales, In Charge of Sales Promotion, which was effective January 1, 1955.

Mr. Ritter is an original employee of the company where he started his business career thirty years ago as an office boy. Various promotions and more responsible positions followed through the years in sales capacities, culminating in that of his new position.

Center Bearing Shaft Mount

Dana Corporation, Toledo, Ohio, has announced a new Center Bearing Mounting for its line of Spicer Propeller Shafts. This development is said to do every bit as much for Spicer Propeller Shafts as floating power mounts did in reducing the transmission of engine vibration to the driver-passenger area of motor vehicles. The improved mounting is available only as an integral part of Spicer Universal Joint assemblies for original equipment.

The new mounting features low vibration transmissibility under normal driving conditions. It fulfills a long-felt need for an efficient means of reducing the transmission of such disturbances through the propeller shaft center bearing support to the chassis.

An entirely new Stainless Steel Valve, designated as the Chem-Valve, has been announced by the **Chem-Valve Corporation, Kenvil, New Jersey.** This valve, a flange type, was developed for use on all truck tanks and provides numerous advantages over the old "exterior mounted" type tank discharge valves.

The fact that the Chem-Valve is mounted inside the tank itself, makes it superior to the conventional externally mounted valve, the firm states. The possibility of damaging or destroying the discharge valve, thus risking the loss of the tank load, as sometimes happens with external valves when the truck is involved in a collision or mishap, is eliminated. Interior flush mounting of the valve also prevents clogging of the lines caused by congealing liquids. As was necessary with the conventional valve, heating the outlet before unloading is no longer required.

Probably the most improtant factor in the Chem-Valve construction, according to the manufacturer, which assures long, trouble-free usage is the material of which it is made. Every part of the assembly, which consists of the packing gland, extension rod, swivel linkage, universal coupling, mounting flange and Chem-Valve is made of Stainless Steel.

The valve is operated by the positive "Screw principle." Extra heavy threads elevate the valve plug from its 3⅜" opening. Four large discharge ports always permit the liquid being unloaded to flow freely from the tank.

Variable Speed Reducer

The Cleveland Worm and Gear Co., 3249 E. 80th St., Cleveland 4, Ohio.—Just announced by the Cleveland Worm and Gear Company as the newest addition to its line of power transmission equipment, the Cleveland Speed Variator is now available in 9 sizes, ranging from one-half to 10 HP at 1750 input RPM. The new variable speed reducer has several unique features, according to the firm, including the following:

Power is transmitted from the input shaft to the output shaft through alloy steel driving balls which are in pressure contact with discs attached to the two shafts.

Relative speeds of the two shafts are adjusted through a 9:1 range (from 1/3 to 3 times the input speed) by changing the angular positioning of the axles on which the balls rotate. The result of this extremely simple arrangement is, according to the firm, an infinitely variable and stepless range of output speeds from one constant speed power source.

Alloy steel balls transmit power.

Operating efficiencies of 75 to 90% are easily maintained over a wide range of operating conditions.

Coaxial input and output shafts rotate in the same direction, either clockwise or counter-clockwise.

The extreme simplicity of construction, the firm states, makes possible accurate speed regulation without complicated linkage and without drift.

Speed is regulated by a simple manual adjustment, with indicator, or by manual or power operated remote control devices.

There is ample bearing support for both input and output shafts to carry overhung pulleys.

Speedy Change of Valve Type

The Beckett-Harcum Co., Wayne Road, Wilmington, Ohio, is now manufacturing a new line of manually, mechanically and pilot actuated "Hi-Cyclic" Air and Hydraulic Valves, available in all normally used actuators such as hand lever, fingertip or foot lever, piloted and cam roller. These actuator assemblies can be quickly and easily mounted to the basic "Hi-Cyclic" valve body due to simplified, "snap on" construction of the internal parts. Thus it is possible for an inexperienced layman to combine or exchange actuating assemblies in the field, to change over from one valve type to another to meet specific valve requirements.

This integration of components makes it possible, according to the company, for a purchaser to secure prompt delivery on valves normally referred to as "specials," and to have an entire series of such valves immediately available simply by stocking a few basic valves and actuator assemblies. Thus a lever-operated valve quickly can be arranged to operate with one stroke actuated by any one of the other mechanical devices—or by single solenoid control as well.

Mounting brackets and actuators may be rotated 90, 180 or 270 degrees for mounting and operating the valve in any position. All valve types are available in ⅛-inch, ¼-inch, ⅜-inch and ½-inch (modified) NPT ports for use with air, and in ⅛-inch, ¼-inch, and ⅜-inch NPT ports for oil and water hydraulics.

Improved Powereel Series

Industrial Electrical Works, 1503 Chicago St., Omaha, Neb.—Designed by master electricians, new industrial equipment available from the company now includes the Spring-O-Matic Powereel Series 3 in a handsome gray enamel finish. The continuous, heavy duty cable reel with a compact retractable spring, easily adapts itself to all types of mobile electrical equipment. According to the manufacturer, its automatic operation simplifies and speeds up pay-out and take-up of electrical power supply cables on hoists, cranes and mobile equipment, thereby protecting the cables from tangling and unnecessary wear. The firm claims long, dependable, trouble-free service is assured with special dust and moisture-tight collection ring and springs that exceed service demands of heavy industrial equipment.

Heavy duty cable reel.

Portable Air Carton Stapler

Container Stapling Corp., P. O. Box 247, Herrin, Ill.—Just recently placed on the market is a newly designed pneumatic stapling machine. According to the

(Continued on next page)

NEW PRODUCTS

(Continued from page 45)

firm, this new air operated carton stapler was created with nearly a quarter century's experience dedicated to reducing carton closure costs.

The new stapler has only five moving parts, and features shallower penetration that average. The weight of the tool is 9½ pounds and the magazine has a capacity of 100 staples.

The air requirements are 50-60 PSI or 19½ cu. in. per staple driven.

"Squatty" Impact Wrench

Mall Tool Co., 7740 S. Chicago Ave., Chicago 19, Ill.—A new "Squatty" Impact Wrench will be the Mall Tool Company's spotlight product at the Sixth Plant Maintenance Show in Chicago's International Amphitheatre, January 24-27, 1955.

Designed to handle "hard-to-get-at" production and maintenance jobs, the

8½-inch high impact wrench.

wrench is only 8½" high with a spindle offset of 2⅛". Its distinctive flat back enables the operator to place his chest or shoulder behind the wrench. In seconds, according to the company, it can remove big nuts and bolts, though frozen or stripped, even in unusually tight spots.

Of aluminum alloy construction, the wrench weighs only 19¾ pounds and delivers 1800 impacts per minute. Catalogued as ⅞" nut and bolt capacity, it is furnished with ¾" square pin lock drive.

Low-cost Freight Van

Dorsey Trailers Co., Elba, Alabama—A newly designed low-cost freight van by Dorsey Trailers, the Fleetliner Frameless Van, went into production recently at the Dorsey factory.

The Fleetliner marks the entrance of the firm, already in the lightweight and standard trailer fields, into the low-price market.

The Fleetliner tandem is fully guaranteed for one year against repair costs.

The new trailer has a flat galvaneal steel roof for highr cubic content, and the smooth side sheets are cold rolled stretcher levelled steel. A two-speed steel landing gear is standard on the new van. X-bracing is tubular steel and the ply wood lining is installed horizontally.

First All Molded PVC Valve

The Lunkenheimer Company of Cincinnati 14, Ohio, is announcing the first all molded PVC valves and fittings.

This line, designed and engineered by Lunkenheimer, has been patented and registered under the name "Luncor," which refers to its remarkable resistance to corrosive chemical action. The new valve resists most chemicals used in industry.

The "Luncor" valve is not only unique in its engineering, but is the first completely molded PVC valve ever introduced. The exclusive molding process gives the PVC material exceptional strength, protects its natural corrosion-resistance, and substantially reduces manufacturing costs. The valve will be marketed at a price lower than stainless steel and other alloy valves.

Base material used for the new "Luncor" valve is polyvinyl chloride (PVC), which is now available in the form of corrosion-resistant piping. It is molded in rigid form, suitable for pressures up to 125 pounds and 150 degrees temperature. The valve is presently available in a Y-type globe design.

High Speed Arc Welding

Westinghouse Electric Corp., Buffalo, N. Y.—A new mild steel arc welding process that operates at greater speeds and lower cost than previous systems and which produces a smooth weld that can be painted without cleaning, has been developed.

In announcing the new process, W. J. Delaney, Jr., manager of the Westinghouse arc welding department of the motor and control division plant, said speeds ranging 15 to 20 per cent faster than other manual and semi-automatic inert-gas methods have been attained. Cost reductions have varied from 25 to 50 per cent, he added.

"The key to this arc welding process is a new coated wire—a product of five years of research and development by Westinghouse scientists and engineers," Mr. Delaney reported. "Its greatest benefits are derived when used with the newly-designed welding gun, welding wire feed control and the direct current arc welder—all components of the new welding system.

"With this system the weld externally looks to be very much a part of the design while internally the penetration is exceptionally good and of sound x-ray quality."

The Westinghouse executive pointed out that the "consumable-electrode process" is not new in the welding field and has been used for several years to weld stainless steel and aluminum.

"However," he explained, "with the new Westinghouse system it is now economically possible to weld mild — and medium carbon — steel in thicknesses from 1/16-inch up."

Another outstanding advantage, the firm claims, is that welds produced by this process can be painted without cleaning as there is virtually no spraying or spatter of electrode material nor is there any slag covering on the weld.

The system can be used as a semi-automatic process with the operator holding the gun or as an automatic process where the gun is clamped into position and the work piece moved. The process primarily is intended for horizontal and flat position welding.

Automatic Electric Humidifier

Flight Manufacturing Corp., 925 N. 8th St., Camden 2, N. J. — A new thermal humidifier which teams up with the regular heating system to maintain a steady healthful level of humidity has been developed.

Called the H. D. 100, this thermal humidifier, the manufacturer states, is the only one on the market utilizing an electric heating element which is entirely automatic in its operation.

The humidifier diffuses over four gallons of water in 24 hours, the company claims, in the form of vapor emanating at 200 degrees F.

All metal parts in contact with water are of brass and copper, and are corrosion resistant. All fittings are brass. An asbestos gasket is furnished for backing to the face plate.

The unit's electric heating element is 600 watts, 115 volts, copper sheathed, and wired to a junction box—an integral part of the humidifier. A micro switch is also enclosed in the junction box to cut off current to the heating element upon water failure.

Variable Speed Pulley

Dept. KP, Equipment Engineering Co., 2853 Columbus Ave., Minneapolis 7, Minn.—Infinitely variable speeds from a constant speed motor are possible with the new Hi-Lo automatic pulley designed to handle a variety of manufacturing operations.

By turning a handwheel on a Hi-Lo standard base the motor assembly is moved toward or away from the driven pulley, allowing standard V-belt to run over the various pitch diameters. Movement toward the driven pulley produces the maximum speed variation, while movement away produces the minimum. The pulley was designed to compensate for changes in production schedules and variations in materials and atmospheric conditions, the manufacturer states.

Exclusive feature of Hi-Lo pulleys is the cam and cam follower assembly on the back of the pulley faces. This feature allows the pulleys to adjust automatically to maintain a given speed with large load variations, the firm reports, while regulating belt tension and maintaining belt alignment automatically.

NEW PRODUCTS

Stainless Steel Floor Gratings

Kerrigan Iron Works, Inc., Nashville, Tenn. — For the first time in the grating industry, according to the manufacturer, gratings are being made from stainless steel. This is said to be a great boon to the chemical, oil and packing industries, as well as others, for stainless steels are rust proof, chemical proof, non-magnetic, has a high heat resistance and is highly corrosion resistant.

The new Weldforged grating is available with extra close spacing between bearing bars — (⅝ inch) — so close that women may walk on it in comfort and safety in slim French heeled shoes. An idea of the spacing may be gained by the fact that a dime laid flat across it will not slip through, the firm states.

Pressure-Temperature Regulator

O. C. Keckley 400 W. Madison St., Chicago 6, Ill.—A new Keckley Type PTM modulating pressure-temperature regulator, originally designed to meet exacting TVA specifications, has been added to O. C. Keckley Company's line of steam and liquid control equipment.

As temperature tends to vary, the thermostatic control unit acts upon the pressure regulator to reduce or increase steam pressure. Pressure will modulate smoothly and rapidly, the company says, between the initial setting and zero, thereby preventing overrun. Rate of pressure modulation is adjustable, giving the user a wide choice of control. Control of temperature is much finer.

The body of the new regulator is bronze or semi-steel. Pilot valve, main valve and seat are of stainless steel. All wearing parts are renewable. It is available in six temperature ranges. Sizes are ½" to 2" with screwed ends and 2½" to 6" with flanged ends. A minimum of 10 lbs. pressure differential is required to operate the valve.

Stainless Steel Rotocycle Meters

Meter and Valve Division, Rockwell Manufacturing Co., 400 N. Lexington Ave., Pittsburgh 8, Pa.—A new series of stainless steel Rotocycle meters designed especially to handle corrosive liquids has been introduced.

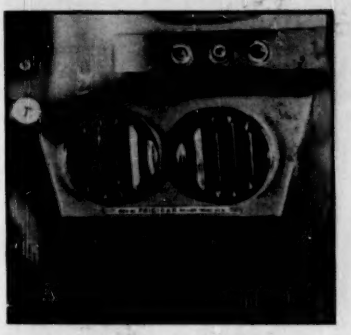
The new series of meters includes 2-in., 100 GPM and 3-in., 200 GPM bulk plant models and 2-in. pipeline models. All wetted meter parts are mode of type 316 stainless steel. Bushings are of hard carbon, ball bearings of stainless steel.

Other new features include a new operational meter-strainer arrangement, a new style temperature compensator and a new vapor seal and adapter. A new accessory, a multistage quantity control valve introduced separately by the company a month ago, is also available in type 316 stainless for use with the new series.

The new "Type B" strainer may be mounted in the conventional meter-base position or on top of the meter, serving as a liquid trap. The liquid-trap arrangement is recommended for metering of highly corrosive liquids to prevent oxidation caused by complete meter drainage. It also prevents meter contamination by keeping the meter filled with liquid when the strainer is cleaned.

Low Cost Auto Air Conditioner

Frigikar Corp., 1602 Cochran, Dallas, Texas—The first low-priced refrigerated automotive air conditioner to be placed



Auto air-conditioner.

in the market, selling for around $300 plus installation, has just been announced by the firm, a pioneer in the industry, to bring summertime motoring comfort within reach of the masses. The passenger car unit bears the trade name Frigiking, while the adaptation for trucks and truck-tractors is labeled Frigikab, according to Bert J. Mitchell, Frigikar president. At the same time, he announced model improvements in the forthcoming 1955 Frigikar luxury car air conditioner. Frigikar already is nationally distributed, having been in production since 1949.

Both Frigiking and Frigikab, with under-dash housings that contain the evaporator, blower-fan, thermostat, and air-direction louvers, automatically hold in-car or in-cab temperatures in the 70-degree comfort zone. Up to 365 cubic feet of refrigerated air per minute are delivered for comfort at low or high speeds, in 100-degree-plus weather, without detracting from engine efficiency or increasing battery strain. Under the hood are the same heavy-duty compressor, condenser, receiver, drier, and solenoid valve components found in the luxury-car air conditioners. Units are easily and economically installed and transferred from one car or truck to another, reports Mitchell, with upkeep practically nil.

Fleet owners, after a preview showing, stated that they consider safety records will be improved through decreased driver fatigue. Frigikar also announced the appointment of Hobbs Manufacturing Company as Southwestern Frigikab distributors for Texas, New Mexico, Oklahoma and Kansas.

Portable Cylinder Hones

Sunnen Products Co., St. Louis, Mo.—A small cylinder hone has been added to the firm's portable hone line by their portable hones now cover the complete range from 1¾" to 20½".

Typical applications vary from cylinders in small motors and compressors to large punch press bearing honed in tandem. The hones can be used either vertically or horizontally, which makes them, according to the company, excellent for maintenance and salvage work as well as for production.

Usually, equipment need not be dismantled when these hones are used, because the power is applied through a free floating type universal joint and therefore can be at an angle to the axis to the work.

Stair Climbing Hand Truck

Valley Craft Products, Inc., 750 Jefferson Ave., Lake City, Minn. — A new stair climbing hand truck which is said to safely double the load a man can roll up steps and treble the load he can move down stairs or ramps has just been announced by the company.

Designated Stair Cart, the manufacturer says it is equipped with a special ratchet mechanism which enables it to roll up stairs step by step as the operator pulls a cable drive.

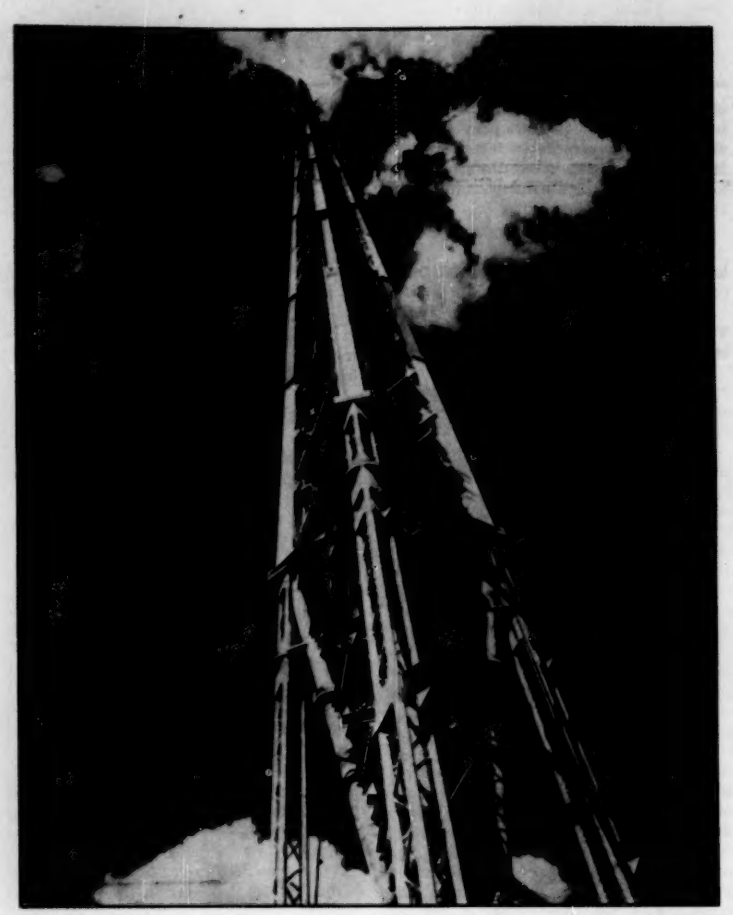
The two-wheel safety brakes which are said to be incorporated in the truck often prevent serious accidents when descending ramps or stairs with heavy loads since the brakes allow perfect control at all times.

Experimental models of the truck which have been in the field for several months, according to the manufacturer,

Stair Cart, climbs or descends.

have proven especially practical for handling such materials as welding tanks, barrels, drums, castings, hardware, machinery and related items.

Features such as interchangeable shoes, sealed ball bearings and steel tube construction are said to assure load flexibility and a long efficient life.



Towering high into the Oklahoma skies this new TV tower for station KWTV is higher than the Empire State Building.

World's Tallest Structure Erected in Oklahoma City

Erection of the world's tallest man-made structure, a 1,572-foot television transmitting tower for Oklahoma City Station KWTV, was completed in record time and safety.

The first section of the 1,323,392-pound tower was hoisted into place on June 14. Since then, additional 30-foot sections have been rising on the Oklahoma skyline, each carefully lifted into place by high strength hoisting cables and wire rope slings.

One of the most unusual fabricating and erection jobs ever attempted, the triangular tower will give KWTV the greatest coverage pattern of any station in the Southwest. It was fabricated by the Ideco Division of Dresser-Stacy Company, Columbus, Ohio, and was erected by the Mizell Construction Co., Ganado, Texas.

According to Roy Mizell, director of operations, equipment, representing an investment of approximately $200,000, played a major part in the record-breaking performance. Movements of the hoisting unit, located approximately 200 feet from the tower, and the electrically-operated boom inside the tower were coordinated by means of an intercom system. More than 14,000 feet of preformed Hazard hoisting cable, produced by the Hazard Wire Rope Division of American Chain and Cable Company, was used in all, together with winch lines and slings with Dualoc safety endings.

The latter Hazard development, Mr. Mizell explained, utilizes 100 per cent of the rope strength with the wire ends permanently secured under steel collars. Not one minor accident has occurred as the result of these safety precautions, Mr. Mizell said.

The completed tower, which will be exactly 100 feet higher than New York's Empire State Building, is 12 feet on a side up to the 1420-foot level where it tapers in to the base of the antenna. It will rest on a base insulator made up of 21 four-inch-diameter porcelain tubes. The insulator is designed to withstand a crushing load of 11,200,000 pounds with an estimated maximum working load of 2,800,000 pounds.

Northern Electric Furnace Co. To Build at Huntsville, Ala.

Norton Company, Worcester, Mass., will add to its electric furnace capacity by building a new plant in Huntsville, Ala., Milton P. Higgins, company president, announced recently.

This expansion of Norton's electric furnace facilities located since 1910 in Chippawa, Ontario, will be situated on a 100-acre site in an area known as Hobbs Island along the north bank of the Tennessee River.

Ground will be broken late this year with completion expected by the end of 1955. Total cost of land, buildings and equipment is estimated to be $1,250,000.

The new plant will produce Magnorite refractory grain (fused magnesia), fused zirconia, Norbide refractory grain (Norton boron carbide), and special products for the Atomic Energy Commission. Each of these products is finding greater application daily in the metals, chemical, ceramic, heat and power, and electrical industries. It is likely that Norton may also manufacture crude aluminum oxide and silicon carbide there at a later date.

The plant will consist of two electric furnace buildings, an office and utility building, and a research building. It will employ about 100 at the start. With the exception of key supervisory and technical personnel, local people will be recruited.

After surveying the best available locations in the United States, the Hobbs Island site was chosen because of the availability of low cost power, a good labor pool and fine transportation facilities. Power will be supplied by the Huntsville Electric System, and rail service furnished by the Nashville, Chattanooga and St. Louis Railroad.

Decentralization of the company's vital electric furnace facilities and elimination of duties on these electric furnace products, presently imported from Canada, were other important factors in choosing the Huntsville location.

Electric Piano Firm Underway At Corinth, Miss., Location

The Rudolph Wurlitzer Company of Chicago has begun limited operations at Corinth, according to Sherman Oats, manager of the new Mississippi firm.

Wurlitzer, nationally known manufacturer of musical instruments, will produce a new type electronic piano at the Corinth plant, first of its kind in Mississippi.

The company will engage only in assembly of the pianos in the early stages but eventually plans to perform the complete manufacturing operation when a proposed new plant is completed.

The piano to be turned out at Corinth is an entirely new product in the music world, but it has been thoroughly market tested and enthusiastically received by the music dealers of the nation.

Officials as yet are unable to state how many employees will be required.

Mrs. Donald Cummings, Jr., and her young son Donald

"I WASN'T ALONE ANY MORE"

Most of us know what it is like to have a telephone. But have you ever thought what it would be like if it wasn't there, even for a little while?

Here are some good words along that line from Mrs. Donald Cummings, Jr.

"When we moved into our new house," she told us a few weeks ago, "I felt a little strange—with a young baby and all—and I couldn't seem to get a feeling of being settled and at home.

"Then the telephone was put in. And suddenly everything seemed different. I could call people! I felt better about being by myself in the house with the baby. I felt better about my mother who had been ill in Boston. And about my husband in uniform far away.

"And then I realized that it wasn't just the telephone calls I could make—it was that people could call me if necessary. I wasn't alone any more."

BELL TELEPHONE SYSTEM

Reminding you that someone, somewhere, would like to hear your voice today.

CORRECTION

The information pertaining to Central Louisiana Electric Co. in the Louisiana Story last month was erroneous and incomplete in some respects. We print herewith corrected information with our apologies to the company and to our readers. Ed.

All the operations of Central Louisiana Electric Company, Inc. lie wholly within the State of Louisiana. It is not a part of any holding company and all of its officers are residents of Louisiana, and take an active part in the management of the Company.

About 80% of the Company's gross revenue is derived from its electric properties throughout the State. Over 117,000 electric, gas and water customers are served in approximately 130 communities in parts or all of twenty-one parishes. The Company has approximately 1200 preferred stockholders and 5100 common stockholders. These stockholders are located in each of the 48 states, the District of Columbia and six foreign countries. Approximately 55% of the outstanding common stock is owned by residents of the States of Louisiana and Texas.

At the close of the year 1953 the Company had completed a three year construction program involving expenditures aggregating approximately $17,500,000. This included the installation of a 24,000 kw electric generating unit in the Coughlin Power Station at St. Landry, the construction of a new electric generating plant at Baldwin, named the Teche Power Station, with an initial installation of a 24,000 kw electric generating unit, and the construction of approximately 157 miles of 138,000 volt transmission line, forming a backbone for the Company's system.

The current year's construction program includes the integration of the Leesville, DeRidder and DeQuincy properties with a 138,000 volt transmission line from the above-mentioned backbone via Oakdale to DeRidder, a distance of 52 miles, and a 34,500 volt line from DeRidder to DeQuincy, approximately 36 miles. The 138,000 volt transmission line has been completed from the main system to DeRidder and the line to DeQuincy will be completed before the end of the year.

The Company has ordered a 54,000 kw electric generating unit for its Teche Power Station at Baldwin, which is scheduled for completion early in 1956. This will increase the capacity of said plant to 78,000 KW.

Pullman Cars to be Headquarters For Virginia Tunnel-Bridge Project

Two converted Pullman cars will be much in the news in the Hampton Roads part of Virginia during the next three years as headquarters for a construction engineer assigned to one of the most dramatic projects in the state's history.

The project is construction by Merritt-Chapman & Scott of a four-mile tunnel-bridge across Hampton Roads from Willoughby Spit on the south shore, near Norfolk, to a point near Hampton on the north shore. The tunnel-bridge will provide the first direct vehicular route across the Roads.

The converted Pullman cars will serve as mobile "rolling" offices for project manager Robert I. Senn and his staff. A veteran of many construction projects throughout the United States, Senn is no stranger to the Tidewater section of old Virginia. He served with M-C&S a few years ago when the 94-year-old company built the vehicular tunnel under the Southern Branch of the Elizabeth River as part of a tunnel-bridge route between Norfolk and Portsmouth.

The rolling offices are a construction man's dream come true of field offices that figuratively can be "picked up" and moved lock, stock and barrel from one job to another.

The two cars were brought here from Savannah, Ga., where they had served in a similar capacity for Merritt-Chapman & Scott during construction of the recently completed Eugene Talmadge Memorial Bridge, a high-level crossing over the Savannah River. They were the brainchildren of Mr. Senn, who served as project manager there.

A native of Troy, Alabama, and now 46, Mr. Senn has served almost 25 years in the construction field, the past eight of them in the employ of Merritt-Chapman & Scott. Most recently he has been M-C&S project manager on the New York Thruway Bridge project at Tarrytown, N. Y., to which he went from the Talmadge Memorial Bridge project. Other projects on which he has served in recent years include the Newark Bay Bridge, a project for the New Jersey Turnpike Authority; the Delaware Memorial Bridge over the Delaware River near Wilmington; the Elizabeth River Tunnel, and the John E. Mathews Bridge over the St. Johns River at Jacksonville, Fla.

West Virginia Power Plant Rated Most Efficient in Nation

Two plants on the American Gas and Electric System—Kanawha River and Tanners Creek—were the most efficient steam-electric generating stations in the nation in 1953, according to the annual report of the Federal Power Commission.

The FPC's report, which lists plant production costs and annual production expenses, rates the plants according to their heat rates—British thermal units per kilowatthour of net generation.

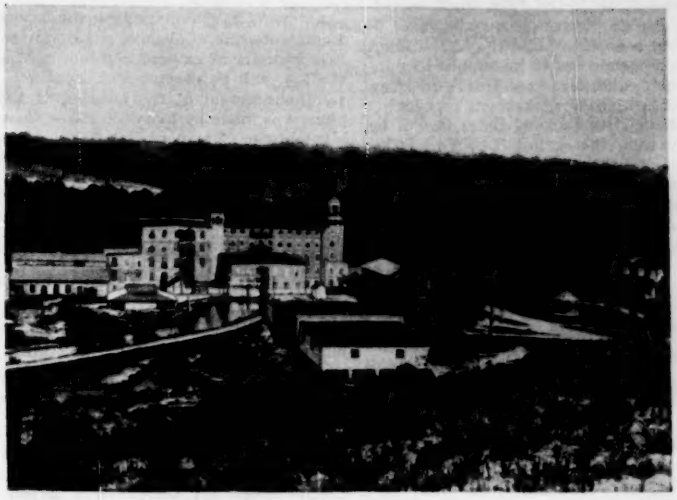
Kanawha River Plant at Glasgow, W. Va., which is owned by Appalachian Electric Power Company, an AGE subsidiary, topped the nation's plants with a 9,170 Btu heat rate. Tanners Creek Plant at Lawrenceburg, Ind., which is owned by another AGE subsidiary, Indiana & Michigan Electric Company, was rated second with a heat rate of 9,329 Btu.

Another plant on the AGE System, Philip Sporn Plant at Graham Station, W. Va., was rated seventh with a 9,594 Btu heat rate. It is owned jointly by Appalachian and Ohio Power Company.

Loyalty like this

is one of the basic keys to labor's outstanding industrial productivity

in *North Carolina*



This five-story textile mill has been out of existence for 38 years—but at its site former employees and their families hold an annual "homecoming." Year after year these wholesome folk gather here on the second Sunday in September, paying tribute to those who established the plant—a forerunner of the textile industry in North Carolina. Such sentiment as this is the foundation of lasting loyalty!

INDUSTRIAL newcomers—and old-timers who are busily expanding—know that North Carolina workers traditionally give an honest day's work for an honest day's pay.

The quality of the work, and the high rate of productivity, are attested by pleased reports and cold statistics from companies in a wide range of industries.

Loyalty is a vital factor in this fine record. Native intelligence and pride of accomplishment are others.

Added to this proven productivity of labor are other vital advantages that have combined to make North Carolina the South's leading industrial State—accessibility to major markets . . . excellent water supply, in volume and analysis . . . abundant power at reasonable rates . . . a mild year 'round climate, with industrial and recreational benefits . . . and friendly State and community governments.

Desirable sites, some with buildings, are available in mountain, piedmont and coastal areas for diversified industries. Many of these are described, with factual data, in ready-to-mail brochures. Tell us your requirements, either present or long range, and appropriate material will be promptly supplied.

Overall information about North Carolina is given in the 48-page booklet "North Carolina Story"—free for the asking. Write, wire or phone Ben E. Douglas, Director, Department of Conservation and Development, Raleigh, N. C.

Friendly North Carolina
Where Industry Prospers

The Free Market Assures Men Of Other Freedoms

Americans are usually aware of threats to individual rights—such as freedom of speech, religion, education, and the press.

But the connection between general freedom and the free market is not easy to see. Many people assume that political freedom would continue unchecked under a planned economic system.

They don't realize that, in order to impose an economic plan on a nation, the government would have to exact conformity to the plan from everybody. Individual liberty suffers everywhere under Socialist regimes.

Thus, you can't adequately explain the American competitive system in your community and among your employees unless you make clear the relation between free markets and free men.

Here is a summary of that relationship which you may find useful in Explaining Your Business activities:

1. A free market economy is not chaotic and planless but, on the contrary, it provides an automatic, coordinated, productive economic system guided by human self-interest through the agency of price changes.

2. Under a free market economy the free-choice consumer ultimately determines and guides production.

3. The free market places a penalty on the lazy, the inert, the unimaginative and the stagnant.

4. The free market, in response to the profit motive and competitive pressures, constantly eliminates waste, encourages cost-cutting and price reductions.

5. A free market economy always leaves open the door of opportunity to the man with a new idea, a new product, or a new method.

6. The free market buttresses free government by denying to any private group or governmental bureau the power of economic life or death over our fellow citizens.

7. It is no accident that in the course of history, human liberty, human freedom, and economic progress have flourished most during periods when markets were most free.

8. A free market economy, coupled with thorough-going freedom of human and other resources to move to occupations and lines of endeavor which promise most, minimizes the growth of economic pressure groups and economic blocs.

9. While human society without government is inconceivable, the conscious and unconscious drift during the Twentieth Century toward total-government and the total-state throughout much of the world, instead of working toward human security and human contentment, has worked in the opposite direction.

$200 Million Exhibition Center Planned by Florida near Miami

A sprawling exhibition center, built on the scope of a world's fair and estimated to cost $200 million, is planned for a 1,800-acre site on Biscayne Bay.

Director of the vast project, a Florida state agency called the Inter-American Center Authority, expects construction to get underway within six months and hopes for an opening on January 1, 1958.

The authority hopes, too, that the big exhibit, to be called "The Center of the Americas," will lure more than 15 million visitors during its first year of operation and that attendance in the following years will range between 10 million and 12 million.

Preliminary financing will come from a public offering of a $60 million bond issue to be offered next spring and underwritten by Lehman Brothers and Van Alstyne, Noel & Co., New York investment banking houses. The additional financing needed to build the $200 million project is expected to be supplied by individual exhibitors, an Inter-American Center Authority spokesman reports.

Although its backers claim it will be bigger than the earlier New York, Chicago and San Francisco World's Fairs, the new center will be strictly a Western Hemisphere project. Its avowed intent is to expand trade between all the nations of the hemisphere.

The center's developers aren't predicting how long it will remain in operation after the 1958 opening, but they speak of their plans in terms of decades, not years. Previous world's fairs lost money, but continued operations would have produced a profit, the developers say.

"Theme Point," as the center's backers call it, would be a lagoon area, presided over by a huge amphitheatre and surrounded by circular, terraced levels of exhibition buildings. A canal system would wind through the grounds traveled by boats, and visitors may also be able to ride in automatically-controlled aluminum-and-glass trains.

Orlando Brake Shoe Firm Expands Its Operation

Announcement was made in Orlando, Florida, recently, by Milton D. Blanck, manager of the Orlando Industrial Board, that the R & M Manufacturing Company, engaged in the manufacture and re-manufacture of brake shoes in the area for the past few years, is now expanding its facilities due to the increased use of the type of product that they produce, bonded brake shoes.

Recent developments are used in their manufacturing processes. A wheelabrator machine, the only one in the state, is used in the early stages of the process, followed by bonding of the brake material to the shoe, and finally, a drying process with the use of infrared ovens, producing a brake shoe assembly without the use of conventional rivets.

The bonded brake shoes produced by R & M Manufacturing Company are used on passenger automobiles and light trucks. Demand for these bonded shoes is increasing steadily and, in some areas, manufacturers and rebuilders of brake shoes now furnish only a bonded product.

The company's product is distributed to the largest and oldest automotive warehouses throughout the states of Florida, Georgia, Alabama and South Carolina and the local concern furnishes all of the bonded brake shoes distributed in this area by the Johns-Manville Company.

Present plant output is approximately 20,000 shoes per month.

The R & M Manufacturing Company is now operating in a new building located on West Fairvilla Road just west of Route 441.

Mississippi Site Chosen For $2-million Gas Range Plant

A new $2,000,000 plant to manufacture a complete line of Chambers gas ranges, first industry of its kind to locate in Mississippi, will be erected at Oxford.

Announcement of the location of the plant was made by Franklin Flato, president of the Chambers Gas Range Company of Shelbyville, Ind., through the governor's office.

The Agricultural and Industrial Board already has approved issuance of $750,000 in BAWI bonds by Lafayette County to provide funds for a building and site.

The plant, which will manufacture a complete line of ranges, including modern wall-type built-in ovens, will employ about 300 persons in the Oxford area.

A 25-acre site adjacent to the University of Mississippi on the Illinois Central Railroad south of the city limits has been selected.

Nuclear Ship Propulsion Study Undertaken by Bethlehem Steel

A proposal by Bethlehem Steel Company's Shipbuilding Division to study the application of nuclear power to commercial ship propulsion has been approved by the Atomic Energy Commission. This study is the second undertaken in the field of ship propulsion under the AEC's Industrial Participation Program. It brings to 17 the number of independent studies on the development of industrial nuclear power and by-products.

The company has been associated with the development of machinery for the submarines NAUTILUS and SEA WOLF, through its Central Technical Department at Quincy, Massachusetts, which will make the study.

The company will make preliminary studies of reactor types, steam cycles, control methods, machinery arrangements, and weight. These studies will be followed by detailed designs of reactors and other major propulsion equipment. The company also proposes to explore the development of a package reactor plant for small land-based electric power stations or for distilling plants to provide fresh water in remote regions.

The company will bear the costs of the study other than those incurred by the AEC and its contractors in making available to the company the information and consultation services necessary to the study. The contract will run for one year after which the company will report its findings and recommendations for further studies or development work.

Research Institute to Aid Kansas City Attract Industry

The location of new industries in the Kansas City area will hinge henceforth, in large measure, on essential information secured on a scientific basis by a recognized research institute.

Midwest Research Institute has been retained by the Industrial Committee of the Kansas City Chamber of Commerce to assist the committee in securing basic, factual information upon which the committee can base industrial promotion in the metropolitan area.

Prime objective of the project assigned to Midwest Research Institute is a determination of the industrial classifications which most logically and profitably can be located in the Kansas City area, and which will provide the most balanced industrial development.

The project approach has two phases, with a marketing analysis cast in the major role. The initial phase includes a review of the 450 standard classifications of industry and the selection of those industries where the production is less than consumption in an immediate five state area of Missouri, Kansas, Iowa, Nebraska and Oklahoma. The results of this study will be reported to the Industrial Committee and correlated with such other pertinent factors as industrial growth, competitive position, availability of raw materials and labor supply.

The second phase will include a comprehensive review of all factors pertinent to industries seeking location. Special reports will be prepared for individual classifications and industries, pointing out to each the advantages of location in the Heart of America. To date, completed studies have indicated that the following eleven classifications show enough promise to warrant compilation of individual reports:

The Industrial Committee of the Chamber of Commerce will utilize the completed industry comprehensives to point the way to further expansion and development by local industry, and to bring to the attention of management within individual industries the opportunities, this area affords for growth in their field.

University of Florida to Hold Accident Prevention Conference

The Department of Industrial Engineering with the cooperation of the General Extension Division of Florida will hold the second Annual Conference On Accident Prevention Engineering January 26-28, 1955, based on the theme "Initiating a Safety Program."

Some of the outstanding speakers will be Mr. George L. Corbell, Monsanto Chemical Company, who will give the keynote address; Mr. Robert W. Wall, Jr., Florida Power and Light Co.; Mr. Emerson R. Boner, The Chemstrand Corporation; Mr. H. B. McMahan, Florida Power Corp.; and others including professors of the University of Florida.

Atlantic Steel, Atlanta, Plans To Double Warehouse Division

Atlantic Steel Company, Atlanta, plans to increase its Warehouse Division facilities by 50 per cent.

A new bay, 540 feet long and 70 feet wide, will add 37,800 square feet to the existing warehouse, making a total of more than 100,000 square feet.

This additional bay will be used primarily to warehouse heavy structural steel and allow Atlantic Steel to expand its product line.

The structure, together with overhead cranes and other equipment, will cost about $275,000 and is expected to be completed in six months.

Atlantic Steel entered the steel warehouse business in 1947. In 1952 it constructed new warehouse facilities and an office building at a cost of more than $500,000. The division serves about 4,000 customers throughout the Southeast.

Total building permits in the amount of $288,300.00 for new construction, which does not include rebuilding or repairs to any structure damaged by the recent "Big Blow," were issued by City Building Official Paul E. Thomason of Myrtle Beach, N. C. Total permits for the same month last year only amounted to $43,675.00.

A major contribution to the November, 1954, figure, was a permit issued to H. H. Parker to construct an apartment hotel at the corner of 24th Avenue and North Ocean Boulevard at an estimated valuation of $75,000.00.

One firm is now constructing six residences at a total cost of $52,500.00, while four individuals are also building or have just completed new homes and, in addition, Trinity Episcopal Church, is building a new Rectory at a cost of $17,500.00, and a local construction firm is erecting a new residence at a cost of $11,500.00.

Blind Workers Under Contract With Marietta Aircraft Firm

Sightless workers of the Griffin plant of Georgia's Factories for the Blind have reclaimed in the past 12 months some $60,000 worth of "mixed" small airplane parts for reuse in making B-47 jet bombers at the Lockheed-Marietta aircraft factory, William B. Rieke, Lockheed's general purchasing agent, disclosed recently.

On the first anniversary of a unique contract signed last year between the giant Georgia plane plant and the factory for the blind, Vaughn Terrell, of Bainbridge, state superintendent of Georgia's plants for sightless workers, revealed, "We are taking up with the U. S. Air Force on November 17 the possibility of doing some work for them." The contract with the Lockheed-operated government aircraft plant received Air Force approval last year prior to becoming effective.

Terrell said a project was also being considered to do some assembly work for the Marietta aircraft factory.

Rieke told Terrell the company would "welcome negotiations" both on this project and a renewal of the parts reclamation contract.

"I am proudest of this plant of any in Georgia," he said, complimenting the workers on their cooperativeness, efficiency and quality-mindedness.

Some 40 employees in the Griffin plant are sorting airplane "hardware" by touch and with the aid of specially-designed templates. For the first year of the contract with Lockheed, the plant's payroll amounted to $47,000, Supt. Terrell said.

He revealed that, since November 1953, approximately 56,000 pounds of mixed aircraft items—nuts, bolts, rivets, fittings, etc.—had been sorted by the plant's sightless workers and 42,000 pounds of these recovered for using in making the 600 m.p.h. B-47 Stratojets at Marietta.

He said he anticipated renewal of the agreement with the plant and its use for similar work in manufacture of the new Lockheed-designed C-130 Hercules, a turbo-prop assault cargo plane being made for the U. S. Air Force.

Fort Myers' Shrimp Industry Produces $15-million Yearly Gross

High-powered shrimp boats came to Fort Myers a little more than four years ago to bring that Florida city a new industry with gross revenue estimated at more than $15 million annually.

New manufacturing concerns also have found it more economical to operate at Fort Myers than in Northern cities.

The shrimp industry, however, has taken the spotlight. It developed with the discovery of huge shrimp beds at Dry Tortugas, off Florida's southwestern tip, and richer beds directly west along the Mexican coast.

Last published figures show more than 275 trawlers, valued at more than $10 million, in the fleets that explore Gulf waters for the "pink gold" harvest.

There are a score of operators located in Fort Myers. The industry employs more than 2,500 persons including dock workers, packers, boatyard mechanics, ice and fuel suppliers and truck shippers. The product is iced and trucked from here to big markets. A fleet of trucks is kept busy.

Three ice plants supply needs of the industry, one of them a new plant erected recently by the Manatee Ice and Cold Storage Co., of Bradenton. Other plants are operated by City Ice and Fuel and Palm City Ice and Fuel Co.

Shrimp concerns handled an estimated 15 million pounds last year and placed Fort Myers city second in the state in volume of business. Tampa is first.

In eight months, one shrimp firm unloaded 466,777 pounds from 423 trawler calls at the home base.

A fleet of the larger boats crosses the Gulf to the rich Campeche beds along Mexico shores.

Improved hulls now enable boats to stay 10 days at the Tortugas beds and to stretch stays across the Gulf to as long as 30 or 40 days. In the 1,000 mile cross-Gulf trips longer stays have been made possible also by "mother ships" that take aboard catches and freeze them at sea.

Campeche boats are manned by four men, Tortugas craft by two men. Automatic pilots enable a greater number of man-hours in shrimp catching, too.

Georgia's Lockheed Aircraft Reports Record-Breaking Year

Georgia's Lockheed aircraft factory at Marietta reported 1954 was a year of record-breaking activity and the outlook for 1955 was even better.

As the privately-operated U. S. Air Force industrial facility prepared to begin its fifth year of post-World War II production, officials cited:

(1) Attainment of a new 12-month business total for 1954 of approximately one quarter of a billion dollars in military aircraft, parts and services. (Major General William O. Senter, commander of Oklahoma City Air Materiel Area (OCAMA), has revealed the factory is engaged in fulfillment and administration of 14 production and facilities contracts under OCAMA's jurisdiction totaling over one billion dollars. This figure does not include any C-130 contracts—a major program in itself—which are handled by Sacramento Air Materiel Area.)

(2) Putting into simultaneous operation three final assembly lines in the huge main bay of the factory building—the largest aircraft plant under one roof in the nation and probably the world. Two of these—for the Lockheed C-130 Hercules and for B-47 major modification—were activated in 1954.

(3) A gradual upturn in employment with a predicted total of some 16,000 employees by December, 1955.

Meanwhile, in a year-end message to all employees at Government Aircraft Plant No. 6 (official Air Force designation of the Lockheed-operated facility), Col. Edward J. McRay, Jr., Air Force plant representative, said, "Consistently for the past several months, you have led all other plants under OCAMA jurisdiction in overall performance. I wish to take this opportunity to commend all of you for the outstanding record you have made here at GAP-6."

Further emphasizing the increasing diversity of the Georgia factory was the announcement of the opening January 4, 1955, of a Lockheed Service School at Marietta. This school—to be located in the main factory—will train both Air Force and Lockheed personnel in the maintenance and use of the new C-130 turbo-prop transport. Courses are already scheduled through July, 1956. Enrollment during 1955 is expected to exceed 400.

A major aviation event of 1955 will be the maiden flight at Marietta of the first production model C-130 Hercules manufactured at Marietta. The Georgia factory is the sole source of this revolutionary tactical airplane which the Air Force has ordered into quantity production.

Nearly 62% of all bituminous coal produced in the U. S. last year came from 200 companies mining one million or more tons.

AEC To Build $33-million Plant For Uranium in Missouri

The Atomic Energy Commission announced last month that it would build a $33,300,000 uranium processing plant at Weldon Spring. It is expected to be completed in three years and have an operating force of about 1,300 persons. Employment during the construction period is expected to average 1,000.

The plant will consist of a purification unit, a uranium chemical unit, uranium foundry and auxiliary facilities; it will convert high-grade uranium ore and concentrates into highly purified uranium compounds or metals.

Mallinckrodt Chemical Works will operate the plant, and the existing feed-materials plant, operated for AEC by Mallinckrodt in St. Louis, will be expanded in a program costing about $6,500,000, authorities estimate.

The Weldon Spring plant will be on 200 acres at the eastern end of a 2,100-acre government-owned tract. During World War II, it was the site of the Weldon Spring Ordnance Works.

Ecusta Paper Starts Producing Olin Polyethelene in N. C.

Production of Olin polyethylene packaging film and tubing will begin late this year in a newly completed addition to the Pisgah Forest, N. C., plant of Ecusta Paper Corporation at which Olin Cellophane is manufactured. Ecusta is a subsidiary of Olin Mathieson Chemical Corporation. The announcement was made by Arthur T. Safford, Jr., sales manager of the Olin Film Division, 655 Madison Ave., New York City.

Simultaneously, production of the Olin Film Division's "Dura-clear" polyethylene by the Harwid Company plant at Cambridge, Mass., will be discontinued, Mr. Safford said.

"The production of Olin polyethylene and cellophane at Pisgah Forest will give both films the advantage of the most modern equipment, rigid quality control and will combine at one location the Olin Film Division's experience in the manufacture of the two packaging films," Mr. Safford pointed out.

$1,500,000 Publishing Plant Completed in Columbia, S. C.

A $1,500,000 publishing plant in Columbia, S. C., to house the city's two major newspapers, *The Columbia Record* and *The State*, was completed late in 1954 by the Greenville, S. C. branch of Daniel Construction Co. Publishing operations are underway in the new building, Daniel announced.

Three acres of floor space were provided with complete newspaper facilities in the 388 x 177 ft. building. Behind the main building is a large paper storage warehouse.

Newsprint storage and conveying and handling equipment to bring paper to the presses occupies the basement. The pressroom covers three floors and has modern color units in addition to black and white presses. New equipment, installed last June, includes an eight unit Goss Headliner press and the latest stereotyping and mailing equipment.

Robert and Company Associates of Atlanta, Georgia, is architect-engineer and Daniel Construction Company of Greenville, S. C., and Birmingham, Ala., the general contractor.

Atlanta, Georgia, is Site For Gair Corrugated Box Plant

George E. Dyke, president of Robert Gair Company, Inc., New York, manufacturers of corrugated boxes, folding cartons and paperboard, announced recently that the Gair Company will establish a new corrugated box plant at Atlanta, Ga.

"This plant, together with existing plants at Martinsville and Richmond, Virginia," Mr. Dyke said, "will enable the Gair company to extend its service to manufacturers in the important and fast-growing industrial centers of the South."

The company has leased, with option to purchase, a modern manufacturing plant now being erected at 1235 Chattahoochee Ave., about five miles from the center of the city, and accessible to all points. The plant will receive its supply of paper board from the company's new kraft mill at Port Wentworth, Ga. Operation about February 1, 1955 is scheduled.

Maryland Box Machinery Firm Purchased by Koppers Co., Inc.

Koppers Company, Inc., has expanded the operations of its Metal Products Division in Baltimore, Md., by purchase of the F. X. Hooper Company, Inc., Glenarm, Md., it has been announced.

Koppers purchase of the nationally known manufacturer of machinery used by the corrugated shipping container industry was consummated by acquisition of all of the outstanding stock of all classes of the Hooper Company, W. F. Munnikhuysen, Executive Vice President of Koppers, said. The Hooper Company has been controlled by heirs of the late Thomas H. Fitchett, who had purchased the Company in 1918.

Mr. Munnikhuysen said that the Hooper Company will be operated as a subsidiary of the Koppers Company, with its general supervision coming under the Company's Metal Products Division of which Walter F. Perkins is Vice President and General Manager.

The Hooper plant is located on approximately 10 acres of land at Glenarm, a short distance north of the city of Baltimore and is comprised of a one-story factory building containing 50,000 square feet of floor space. The plant is equipped with modern machinery.

The original F. X. Hooper Company was established by F. X. Hooper in 1882 and has operated continuously since. Many firsts in the manufacture of machinery for the box industry are credited to this company. They include the first rotary wood printer used to print trade names on wooden shipping boxes, cigar boxes, paint brushes, wringers, wash boards and other items. Around the turn of the century, when fibreboard and corrugated paper containers made their appearance, the company developed a multi-colored printing press in order to serve this new industry. It now produces printer slotters, slitter scorers, corrugators and partition slotters.

In 1918 the company was purchased by Thomas H. Fitchett, who had been associated with the business since its inception.

During the years following Mr. Fitchett's purchase, the company prospered and achieved an outstanding place in the paper box machinery field. Mr. Fitchett died about two years ago.

The plant presently employs about 200 persons.

Kansas City Power & Light Plans 12-Year $125-million Expansion

Kansas City Power & Light Company has announced a 12-year program for construction of an 800,000-kilowatt generating plant costing 125 million dollars in coal fields 70 miles southeast of Kansas City. The plant ultimately will more than double the company's present generating capacity.

Harry B. Munsell, president of the company, said work would start early in 1955 on the first 170,000-kilowatt generating unit scheduled for completion in the spring of 1958 at a cost of 32½ million dollars.

The site is a 5,000-acre tract west of Ladue, Missouri, on Deepwater Creek on which a 3,500-foot earth-fill dam will be built to impound an 1,800-acre lake for condensing water.

Fuel will be trucked to the plant from strip mines within a 5-mile radius. Some 20,000 acres of coal reserves in the vicinity are owned by the Power Coal Company, subsidiary of the Sinclair Coal Company.

A second generating unit of 170,000 kilowatts is scheduled to be in service in the spring of 1960, a third unit in 1964, and a fourth in 1968 when the station will reach 800,000 kilowatts. The company's three present plants on the Missouri river in Kansas City have a combined capacity of 590,000 kilowatts. A 100,000-kilowatt addition to the company's Hawthorn station is to be completed during 1955.

Two 161,000-volt transmission lines on steel towers will be built initially to Kansas City, and three additional lines of similar size will be added later, one of which will reach westward to Paola, Kansas, to serve the company's territory in eastern Kansas.

Annual coal consumption at the plant will leap from 560,000 tons for the first unit to 2,700,000 tons when all four units are in operation.

Florida Prefab Rafter Truss Now Seeks National Market

A new type of light-weight, prefabricated rafter truss, widely used in the Miami area, will be available nationally soon. It can be easily handled by two men and is claimed to permit faster and more durable construction and save $100 to $150 per house.

On the market only a year, the truss is now being used in over one-third of the 16,000 homes being built in the south Florida area. Called the Sanford Truss, the unit is produced primarily by Truss-Mart, Inc., owned by Gaines Construction Co. of Miami.

So great has been the local demand that another plant is being planned to handle truss output for the new Carol City project, the 10,000 home development being built in northwest Dade County. Plans call for 400 trusses per day for Carol City alone.

Key to the Sanford Truss is a patented Steel Grip-Plate fastened to each side of light wood members under pressure of a 50-ton press. Sharp, oblique metal fingers one-quarter inch long, punched out of a special electro-galvanized steel plate, are forced into the wood timbers. To assure tight assembly, the wood members are placed in hydraulic jig presses. According to the inventor, A. Carol Sanford, the Grip-Plate puts all timbers in the same plane, thus creating a rigid, uniform unit.

FINANCIAL NOTES

At a meeting of the Board of Directors of the **Louisville and Nashville Railroad Company** held in New York recently a resolution was adopted approving the plan of merger with the Nashville, Chattanooga & St. Louis Railway on the basis of exchange of one and one-half shares of common stock ($50 par value) of the Louisville and Nashville Railroad Company for each share of common stock ($100 par value) of the Nashville, Chattanooga & St. Louis Railway.

A special meeting of the stockholders of the Louisville and Nashville Railroad Company will be held in Louisville, Ky., on February 28, 1955, for the purpose of approving the merger and increasing the authorized common stock of the company.

The proposed merger will be submitted to the stockholders of the Nashville, Chattanooga & St. Louis Railway for approval, following which application will be made to the Interstate Commerce Commission for its authorization and approval.

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Alabama Power Company mailed to sixty-one county tax collectors checks aggregating $2,833,144.57, covering real and personal property taxes in those counties. Of this amount it is estimated that $1,119,000 will be allocated for educational purposes.

The company's total tax bill for 1954, including federal and state income taxes, is expected to be $16,000,000.

Net earnings of **ACF Industries, Incorporated** and its consolidated subsidiaries for the first six months ended October 31, 1954, amounted to $2,528,554, equivalent to $2.46 per common share outstanding on November 23, 1954. (For purposes of future comparisons, deductions have been made for hypothetical dividends on the 5 per cent preferred stock in determining the earnings per common share). These earnings compare with $4,223,302 earned up to the same time last year, which was then equivalent to $4.43 per common share on the basis of previous capitalization.

Sales amounted to $68,480,734 for the first six months of this fiscal year, compared with $130,604,319 a year ago.

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The Arkansas County Navigation District has sold $415,000 worth of revenue bonds as the first step toward carrying out the long-range development of a chain of harbors and beaches along the Rockport-Fulton waterfront.

The bonds were sold to two San Antonio concerns—Austin, Hart, and Parvin, and Russ and Company.

The net interest rate was pegged at 1.53 per cent.

The funds stemming from the bonds will be used to develop new harbors at Fulton and south of Rockport to recondition the existing Rockport boat basin, and to create two bathing beaches.

The program, according to the Chamber of Commerce, promises to touch off the biggest recreational and industrial boom ever known to this section of South Texas.

The largest single sum—$240,000—will go into the Fulton harbor project to provide berthing places for 130 commercial, charter, and pleasure boats.

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At a meeting in New York recently, the Board of Directors of **The Ruberoid Co.**, a leading building materials manufacturer, declared a regular quarterly dividend of 40 cents per share, a cash extra of 30 cents per share, and a 2½ per cent stock dividend on the corporation's outstanding capital stock. The cash dividend was payable December 15, 1954, and the stock dividend was payable December 29, 1954, both to stockholders of record at the close of business on December 3, 1954.

This is the company's 243d consecutive dividend since 1889. Stock dividends of varying amounts have been paid in every year since 1948.

The coal chemical industry today produces from coal 2,000 items, including butter, perfumes, novocaine, cosmetics, nylon, anti-freeze, aspirins, hydraulic brake fluid, tires, auto battery boxes and sewer pipe, to name a few.

$1,800,000 Carlton Hotel Opens in Tyler, Texas

Late in 1954 the new 200-room Carlton Hotel opened with three days of special events. The beautiful modern structure was built at a cost of $1,800,000, as a result of a project originated by the Chamber of Commerce in 1950.

The hotel will be managed by the Baker Hotel interests under contract.

In 1950 the Tyler Chamber of Commerce initiated the sale of stock with a goal of $800,000 to erect the 15-story hotel of modern architecture. An additional $200,000 was later raised through sale of stocks and $800,000 borrowed to complete and furnish the hotel, which is air-conditioned throughout.

The present executive board of the hotel is composed of Claude Holley, president; Wilton Daniel, first vice president; A. S. Cenecov, second vice president; J. S. Hudnall, secretary; W. A. Pounds, treasurer, and Roger Harris, assistant secretary-treasurer.

Everette L. Tucker, a veteran hotel man of 25 years' experience, has moved to Tyler from Lufkin, Texas, to manage the Carlton.

Colleges Receive $321,000 Under Bethlehem Steel's Aid Program

Payments totalling $321,000 to thirty educational institutions have been made to date by Bethlehem Steel under the company's Program of Financial Assistance to Colleges and Universities, E. G. Grace, Bethlehem Chairman, stated recently. This is in addition to other amounts paid to colleges for research specifically requested by Bethlehem, or of direct benefit to the steel industry as a whole.

Payments to privately-endowed colleges under the Bethlehem program, initiated by Mr. Grace in 1953, are made without imposing any limitations on the way in which the money is to be used. It can be applied to scholarships, facilities, or any other purpose that in the judgment of the college will best meet its needs.

Commenting on the reasons for establishing this program, Mr. Grace said: "The financial status of most privately-endowed colleges and universities has deteriorated to the extent that many of them, particularly the smaller ones, are in serious difficulties. Aside from the importance of preserving our privately-endowed educational institutions, the shortage of graduates of these institutions is of great concern to industry, for those young men are the indispensable raw material that industry must have to train and develop, preparing them to carry the heavy burdens of responsibility in years ahead . . ."

Giant Covered Cargo Barge For Intracoastal Canal

A new idea in barge transportation on the Atlantic Intracoastal Waterway will be undertaken next spring by C. G. Willis, Inc., Norfolk, Virginia.

Using a giant covered cargo barge, one of the largest of its type built for Intracoastal Waterway service, the company will carry freight between Camden, New Jersey and Jacksonville, Florida.

The big barge, to be constructed by Dravo Corporation, is designed to transport up to 3000 tons of cargo in fresh water. It will be 240 feet long by 43 feet wide and of welded steel construction.

Instead of being pulled behind a tug on a tow line, this vessel will be "push-towed" most of the time except for the trip on Chesapeake Bay. A V-shaped notch built into the stern will accommodate the bow of the pushing tug.

Push-towing, it was explained, makes it easier for a tug to handle the barge along narrow, winding channels.

Principal cargoes to be transported in the service are soap products, paint, lubricating oils, canned goods, magazines, shortening, etc. on southbound trips and paper stock on the northbound journey.

Officials of C. G. Willis, Inc., explained that the operation is one phase of the company's plan to provide more economical shipping of various kinds of products along the east coast.

BUSINESS NOTES

James L. Bradshaw, Jr., central regional manager for Buick in Detroit, has been appointed assistant general sales manager with headquarters in Flint, Albert H. Belfie, general sales manager, announced recently.

At the same time Belfie announced the creation of a new sales region in the **southwest with Edward C. Loppnow,** administrative assistant to the general sales manager, as regional manager. **Headquarters** for the new region will be in **Dallas, Tex.**

"The rapid growth and development of the southwest since the war has necessitated formation of a new regional headquarters in that area to insure stronger sales representation and better service to our dealers and customers," Belfie said.

The new region will comprise four zones, Dallas, El Paso, Kansas City and Oklahoma.

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A new mill depot has been opened to serve the customers of **Wolverine Tube, Division of Calumet & Hecla, Inc.,** in Miami, Florida. This convenient depot will stock Wolverine seamless nonferrous copper water tube, automotive tube and refrigeration tube.

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Two new distributor appointments for **Whirlpool Corporation** were announced recently by Jack D. Sparks, sales manager. The new firms are **Leo Maxwell Co., Inc., 409 Classen, Oklahoma City, Okla.,** and M. E. Silver Corporation, 208 St. Paul, Rochester, N. Y.

Leo Maxwell Co., Inc., one of the largest furniture and appliance wholesale distributors in the southwest, replaces Appliance Distributors, Inc., Oklahoma City, as Whirlpool distributor for the state of Oklahoma, with the exception of the northeast corner of the state. Officers of the firm include Leo Maxwell, president; Gene Stack, sales manager, and Ryan Woods, controller.

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Morse Chain Company, manufacturer of power transmission equipment with headquarters at 7601 Central Avenue, Detroit 10, Michigan, announces the appointment of several new distributors to its nationwide U. S. distributor organization.

Included among the new distributors are **Southern Bearings Service Company** with offices at 491 S. Second Street, **Memphis, Tennessee,** and 519 W. Seventh Street, **Little Rock, Arkansas; L. B. Adams & Company,** with offices at 530 N. 49th Street, **Baton Rouge, Louisiana,** and **Neiman Bearings Company** with offices located at 2837 Locust Street, **St. Louis 3.**

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Mr. G. E. Seavoy, Vice President in Charge of Sales, **Whiting Corporation, Harvey, Illinois,** announces the establishment of a new district office and other personnel changes:

The opening of a new **district office** in the southeast at **Charlotte, North Carolina,** was deemed necessary to better serve the rapid increase of industrial activity in that section of the country. The office location is 1610 Liberty Life Bldg., Charlotte 2, North Carolina. **Mr. Fred W. Fisher** has been appointed manager of this new sales office. Mr. Fisher is a graduate of Purdue University (1940) and did post-graduate work at Drexel Institute of Technology. For the past eight years Mr. Fisher has been in the company's Philadelphia office as a sales engineer. Assigned to Mr. Fisher's staff is Mr. Harvey K. Waters, formerly working out of Birmingham. Mr. Waters is a graduate of Michigan College of Mining and Technology (1949).

The **Houston sales office** of **Federal Pacific Electric Company, Newark, New Jersey,** has been moved to the **Bermac Building, Room 202,** it was announced by Robert C. Graves, vice president in charge of sales. The office is under the supervision of Mr. T. Beyert, Branch Manager.

Houston is part of the Central Sales Region, one of the several geographical regions created by Federal Pacific to expedite their rapidly growing sales activities across the country. The Central Region, with headquarters in St. Louis, Missouri, is managed by W. M. Stark.

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Orgill Bros. Arkansas Co., 605 W. Markham St., **Little Rock, Ark.,** has been appointed distributor for Whirlpool Corporation, it was announced by Jack D. Sparks, Whirlpool sales manager.

The firm will service dealers in four eastern Oklahoma counties and all of Arkansas, with the exception of 18 counties in the north and northeast corner of the state.

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Effective December 1, 1954, the Alabama State Planning Board will be located at 711 High Street, Montgomery 5, Alabama.

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To better serve the Southeast, **Hercules Motor Corporation** has opened a new factory branch located at 400 South Edgewood Avenue, **Jacksonville, Florida.**

The new branch will serve as a parts warehouse for Florida, Alabama, Georgia and South Carolina. Facilities of the new factory branch include a large salesroom, modern offices, complete parts department and fully equipped repair shop.

The new branch is manned by factory trained personnel. Mr. John C. Poulton is branch manager.

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The Orlando Armature Works, Inc., 600 West Central Avenue, Orlando, has been named a certified service shop for Allis-Chalmers motors, control and transformers in eight central Florida counties.

Area served by the firm, which was established in 1926, includes the counties of Orange, Seminole, Brevard, Osceola, Volusia, Lake, Marion, and Sumter.

WHO'S WHERE

Appointment of **Carl Seguin** as process engineer in charge of cost reduction has been announced by **American Thermometer Division of Robertshaw-Fulton Controls Company.**

American Thermometer Division, manufacturer of automatic control devices for home appliances and industrial applications, is located at 2907 Clark Avenue, St. Louis, Missouri.

Mr. Seguin, who joined the company in 1952, was formerly in the tool engineering department. Prior to joining American Thermometer, he was tool engineer of the Curtis Manufacturing Company in St. Louis.

A native of St. Louis, Mr. Seguin attended Washington University. He is a veteran of World War II and lives in St. Louis.

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Ben H. Loper, technical representative of the **Refinery Chemicals Department of American Cyanamid Company,** has been transferred to Houston, Tex., it was announced recently. Mr. Loper will cover the territories handled by the firm's Houston, Tulsa and Los Angeles Sales Offices.

Mr. Loper joined Cyanamid in 1950 at the Research Laboratories in Stamford, Connecticut. A few months later he was transferred to the Ft. Worth, Texas, plant where fluid cracking catalysts are produced.

He went to the Michigan City, Indiana, plant in mid-1951 when that plant began production of cracking catalysts. He was appointed Plant Engineer in June, 1952. Mr. Loper became a technical representative for the Refinery Chemicals Department in New York in 1953, and remained there until his recent transfer.

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The following appointments were effective December 1, 1954, The **Louisville and Nashville Railroad Co.** announced:

Mr. J. Robert Williams, Traveling Freight Agent, Memphis, Tenn.

Mr. Henry B. Ford, Freight Traffic Agent, Evansville, Ind.

In addition, Mr. J. Weller Gleeeson is appointed District Freight Agent, Clarksville, Tenn.

Several new appointments were announced by the **Central of Georgia Railway Co.,** effective last month.

Mr. J. C. Westerfield is appointed Commercial Agent, headquarters 810 Fairfax Building, Kansas City 6, Missouri, promoted.

Mr. J. W. Cleveland is appointed Commercial Agent, a newly-created position, headquarters 811 First National Bank Building, Tampa 2, Florida.

Mr. E. D. Moore is appointed Commercial Agent, a newly-created position, headquarters 714 Florida National Bank Building, Orlando, Florida.

Mr. D. O. Collins is appointed Commercial Agent, headquarters 811 First National Bank Building, Tampa 2, Florida, vice Mr. J. W. Cleveland, promoted.

Mr. E. T. Lilly is appointed Commercial Agent, headquarters 714 Florida National Bank Building, Orlando, Florida, vice Mr. E. D. Moore, promoted.

• • •

The Virginian Railway Company announces several appointments and promotions throughout its traffic department, effective last month.

Among these are: **Mr. Robert N. Sprinkle** appointed Commercial Agent with residence at Columbia, S. C., succeeding **Mr. Ralph Wilson,** promoted.

And **Mr. Ralph A. Wilson** is appointed Coal Traffic Agent at Norfolk, Va., succeeding Mr. Lawrence T. Forbes, promoted.

Also **Mr. H. D. Etheridge** is appointed Coal Freight Agent, New York, with offices at 44 Wall Street, succeeding Mr. A. E. Suter, promoted.

In addition Mr. Lawrence T. Forbes is appointed General Agent, Traffic and Transportation Departments at Beckley, W. Va., with offices at 509-510 Raleigh County Bank Building, succeeding Mr. H. D. Etheridge, promoted.

• • •

Theodore H. Bourguignon, a veteran of 13 years in all departments of the **Standard Pressed Steel Co., Jenkintown, Pa.,** has been promoted to the company's outside sales staff.

Bourguignon will have his headquarters in Indianapolis and cover southern Indiana, southwestern Ohio and all of **Kentucky.** He will begin his new duties in January.

Standard Pressed Steel manufactures Unbrako socket head screws, Flexloc locknuts, Sel-lok spring pins, Hallowell work benches and other shop equipment and aircraft specialties.

• • •

The Freight Traffic Department of the **Atlantic Coast Line Railroad** announces the following appointments effective December 1, 1954:

V. C. Dowell, Commercial Agent, Richmond, Va.

P. J. Roberts, Commercial Agent, Charleston, S. C.

H. J. Burns, Commercial Agent, Birmingham, Ala.

W. F. Whitfield, Freight Service Agent, Charleston, S. C.

Answers to Tax Quiz

(Questions appear on p. 37)

NOTE: The new tax provisions are explained here as they apply to taxpayers reporting for the calendar year on a cash basis. Those using a different fiscal year, or reporting on the accrual basis, should check the official instructions to see how they are affected.

In all these answers it is assumed that transactions are made in good faith and no special circumstances exist which would alter the effect.

1. *False.* The revised faster rates for depreciation apply only to *new,* not used, equipment.

2. *False.* A child under 19, may be claimed as a dependent, regardless of his earnings, if you furnish more than half of his support. Your son too must file a return and may claim $600 exemption when he does so.

3. *True.* The new law allows a corporation to accumulate up to $60,000 of earnings (total for all years) without being exposed to the penalty. Then, if there is an unreasonable accumulation, the penalty will apply only to that part which is excessive. Furthermore, it is up to the Internal Revenue Service to prove that the amount is excessive.

4. *False.* The new tax law now allows such organizational expenses to be

amortized over a period of not less than 60 months, beginning with the month in which the corporation is first active in business.

5. *True.* If you reported as a corporation, as is now permitted, and drew a salary of $15,000 for which you filed a joint return with three exemptions and the standard deduction, your individual tax would be $2,780, leaving you the same amount for living expenses, i.e., $12,220. Your profit of $40,000 less your salary of $15,000 leaves $25,000 on which the corporation tax would be only 30%, or $7,500. Thus, by reporting as a corporation, you would have $17,500, or $3,000 more than if you reported as an individual. But if you elect to report as a corporation you must do so every year from now on unless there is a 20% change in ownership of the business. Note also that earnings kept in the business may later be subject to income tax as dividends or capital gains. And remember, corporations must file by *March* 15.

6. *False.* The revised law allows you to carry your loss back two years instead of one, and you can claim a cash refund of taxes you paid two years ago.

7. *False.* The new law permits the immediate write-off of research costs whether or not a patent is secured.

8. *False.* The law has been liberalized and as long as you provide more than half your mother's support and more than half the cost of maintaining her household, you can claim status as head of household even though she does not live under your roof.

9. *True.* The maximum medical and dental deduction has been raised to $2,500 per exemption, up to a total of $10,000 for a head of household or on a joint return. But you can include your outlay for drugs and medicines only to the extent that it exceeds 1% of your adjusted gross income, and you must subtract 3% (formerly 5%) of your adjusted gross income from your dental, medical and hospital expenses, plus the includible drugs and medicines. So $300 of your bill for drugs and medicines can be counted, making $10,300 of medical expenses, of which $600 (3% of $20,000) is not deductible and $9,700 is deductible.

10. *False.* A taxpayer left with a dependent after death of husband or wife is considered married for the entire year of the death and may file a joint return for the year of the death. Furthermore, the survivor, if she remains unmarried and supports her children in her home, may continue the privilege of income splitting for two years after the year of the death. This means she will be taxed at the rate which applies to half the sum of her total income, the same as on a joint return for husband and wife. Moreover, $5,000 of her deceased husband's salary is classed as a death benefit and is tax-free.

NEW PLANTS

(*Continued from page* 13)

at $27,303 for office and warehouse building. Wm. F. Northam, 1503 Hadley St., Archt.

HOUSTON—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, received bids for addition and alterations to Mohawk-Madison dial building at 2068 Pellaire Blvd. in Houston. Cato, Austin & Evans, 2401 LaBrance, Houston, Archts.

McGREGOR (McLennan Co.) — Philips Petroleum Co. let contract to H. B. Zachry Co., Constr. Div., Box 2570, San Antonio, at approx. $8,000,000 for Jato manufacturing plant, including rehabilitation and reconstruction of existing buildings, roads, barricades and facilities on part of Bluebonnet Ordnance Works. To manufacture Jato fuel for aircraft.

RICHARDSON — Sun Oil Co., Dallas, let contract to James Stewart Co., Employers Casualty Bldg., at $390,350 for new research and development laboratory, Central Blvd. Perry and Manning, 416 Burt Bldg., Dallas, Archt.

SAN ANGELO—Meads Bakery, Inc., 18 N. Main St., let contract to Bryan Fulgham, 11 W. 27th St., for $395,000 business building at 3130 Sherwood Way. Tucker & Lindberg, 161½ Cedar St., Abilene, Tex., Archts.

SAN ANTONIO — American Potash & Chemical Corp., 6th & Westmoreland Sts., Los Angeles, Calif., let general contract to C. F. Braun & Co., Alhambra, Calif., c/o J. A. Curran, Purchasing & Contracting Dept., for $8,000,000 chemical plant, between Nacogdoches & Wetmore Roads; expect to start work in March 1955.

SAN ANTONIO—Koor, Inc., let contract to H. B. Zachry Co., P. O. Box 2570, San Antonio, for television station at Martinez St., San Antonio. Cerf Ross, Edwin Nicholson, Asso., 111 Auditorium Circle, San Antonio, Archts.-Engrs.

SAN ANTONIO—White Investment Corp., 1509 Lamar St., Wichita Falls, Tex., received bids for District Office and warehouse, 131 Coliseum Drive, for Goodyear Tire & Rubber Co., Glen C. Wilson, Gunter Bldg., Archt.

SANGER to DALLAS—Gulf, Colorado & Santa Fe Railroad received bid of $1,998,041 from H. B. Zachry Co., Construction Division, and Morrison & Knudson Co., Box 2570, San Antonio, for railroad tracks.

TYLER—Southwestern Bell Telephone Co., 308 S. Akard St., Dallas, received bids for air conditioning dial building and central office building in Tyler.

VICTORIA — Central Power & Light Co. received bids for service center.

VIRGINIA

RICHMOND — Southern Railway Co. received bids for alterations to freight depot and office building.

SOUTHAMPTON CO. — Hercules Powder Co., Wilmington, Del., plans crude oil processing plant on 80-acre site in Southampton County, near Franklin, to cost several million dollars.

STAUNTON—Basic-Witz Furniture Industries, Inc., Chrysler & Thompson Sts., received bids for office and factory additions. Stainback & Scribner, 112 Third St., N. E., Charlottesville, Va., Archts.

WEIRTON—Monongahela Power Co. plans expenditure of $500,000 for new facilities in Panhandle Division.

WEST VIRGINIA

FALLING WATERS — E. I. du Pont de Nemours & Co., Wilmington, Del., plan Potomac River process laboratory.

■ Business Opportunities

WATER POWER, for sale in Craig County, 1 mile of clear cold stream, ¾ mile of falls. Power Elevation 125 feet. Small cost to develop water in deep channel. Trout fishing. 25 acres of nice Camp sights. H. H. Huffman, owner, Main St., New Castle, Va.

Manufacturer's Agent—Engineer wants accounts on commission basis for Oil, Gas, General Industries. Experienced: capable John Gieseke, 4332 Bryn Mawr Dr., Dallas 25, Texas.

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Manufacturing Plant Wanted to Employ 250 men, New Castle, Va. has Timber available, Lime Stone, Shale, Red, and White Clays, for brick, Water Powers, Two Electric Lines, Farming Lands, both Freestone and Lime Stone. Pure fresh water streams. Health and Pleasure Resorts. H. H. Huffman, Mayor, New Castle, Virginia.

■ Inventions for Sale

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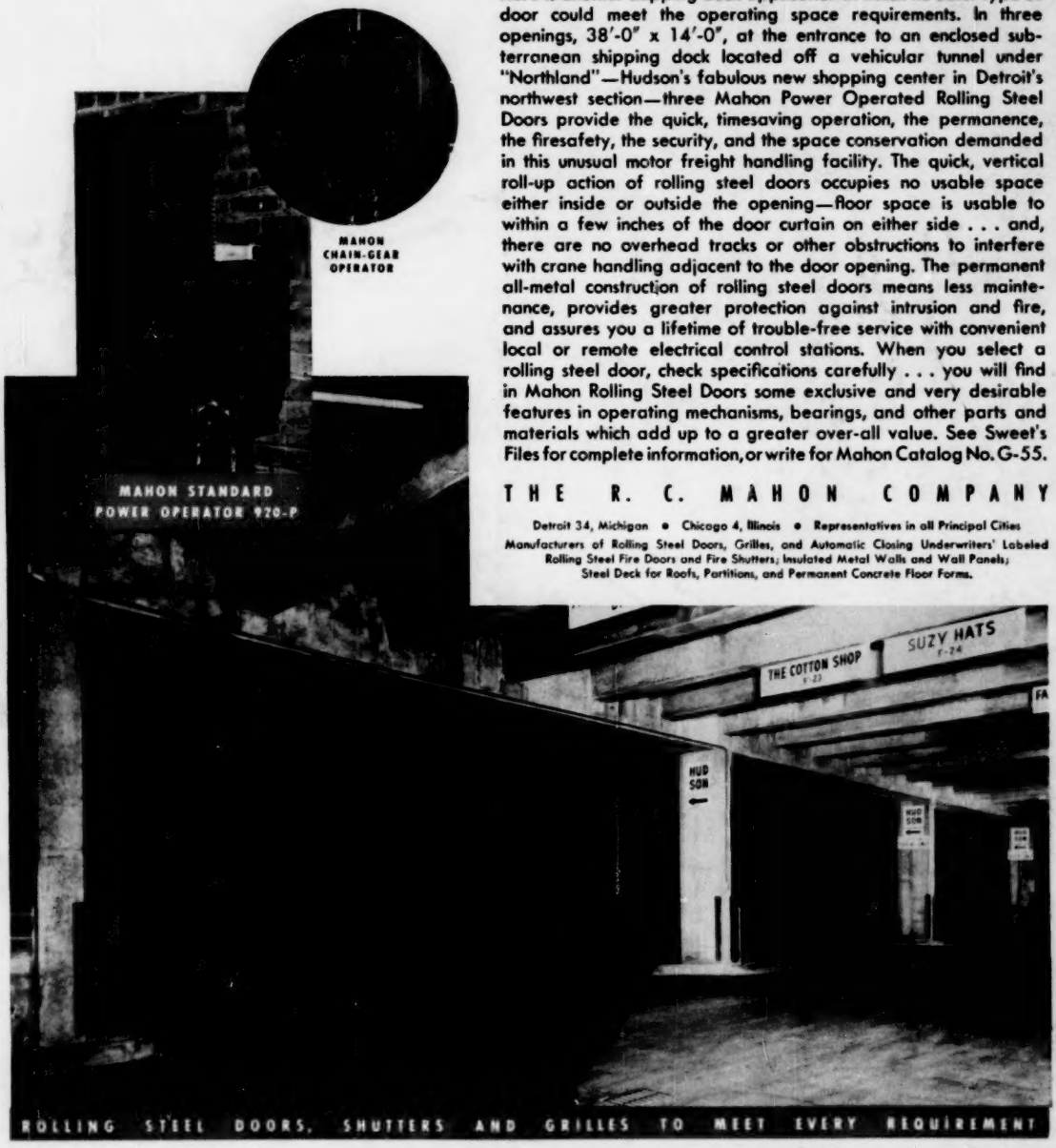

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